

SPOTLIGHT

JULY 2022




Globe
Life



OFFICIAL LIFE INSURANCE OF
THE DALLAS COWBOYS

HALFTIME 2022



Steve Greer

Chief Executive Officer
American Income Life &
National Income Life Divisions

Halftime is not about beating yourself up for what you did not do, but for coming to terms with your failures and recognizing that you live under grace.

– Bob P. Buford (Halftime: Changing Your Game Plan from Success to Significance)

Anyone who watches American football knows about halftime, the timeout in the middle of the game that has come to mean an entertainment break while we wait for the second half of the actual game to begin. If it's a high school or college game, halftime is generally the

marching band's time to shine but if it's the Super Bowl, halftime becomes its own event! We often forget that while the performers are dancing around the football field during crazy pyrotechnics and really loud music, the teams are in the locker room and I guarantee they're not giving a thought to the spectacle on the field.

Like businesses everywhere, American Income Life and National Income Life just closed out the first half of 2022, and like football, it's halftime ... except the game doesn't stop, and there will be no marching bands or wardrobe malfunctions. Instead, like the players, we are — or should be — in the locker room. There's a strategy going into the game but now is the time to look at the first half and assess our performance. Just like in football, numbers will tell you everything you need to know and they don't lie.

Have you as an agency and as individuals hit your goals in our three core drivers: sales, recruiting, and leadership development? If not, why, and what adjustments must be made to make sure those goals are met in the second half? Do you need more activity in these areas or do you need to tweak your processes? Not sure? When in doubt, ask your coaches — your manager, mentor, SGA, Sales Director, or Vice President.

Are you on track or ahead of your goals? If you are, consider yourself high-fived ... but don't take that as a signal to hit the showers just yet. Growth, whether professional or personal, doesn't happen when we're resting on our laurels. If you're ahead of your goals, you may be on the verge of a new level of greatness.

What difference could it make if you made one more presentation per day? I guarantee the effort would not be wasted. What if you consciously and with intent made it a point to present *Opportunity Unlimited* every single time you're out in public? I still do it, much to my wife's embarrassment. If you talk to any of the large agency owners, they'll tell you they do the same thing; it's become automatic. Recruiting is so important and a triple win for you, the recruit, and the Company. If you are in a position to mentor someone to prepare them for a position in leadership, think of the potential effect it could have as that person develops as a leader and pays it forward. The smallest shift today can make a huge future difference.

There is still time to alter your game plan and make the second half of the year better than the first. I encourage you to do whatever it takes to make this your championship season. #AllIn 🏆

SPOTLIGHT

ARC.AllLife.com/Spotlight.aspx
A monthly publication spotlighting top producers of American Income Life and National Income Life

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NEWS

JULY 2022

VOL. 55 NO. 7

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2022, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: 74.0%
Net to Gross: 80%

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Wednesday 8/24 before 2:00 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Monday 8/29**. eApp business excluded from the 7 day hold should be uploaded by **Wednesday 8/31 before 4:30 p.m. CST** to count for **August** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$9,225,391

in total BONUSES were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Pages 42-52**.

\$9,676,170

in total May RENEWALS were paid out in June to 6,178 total agents.

Correction

Tony Georges should have been listed as a Million Dollar Club qualifier in the March 2022 issue of *Spotlight*.



TONY GEORGES

S-S-Parks-Salvaggi
Contracted 3/7/17
Qualified 2/28/22
\$1,002,820 Net ALP

SPOTLIGHT DIGITAL
is now on the web!

Spotlight.AILAgents.com

Username: **AIL**
Password: **allin2022!**

See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2023 Awards Presentation are: the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2023 Convention Qualifications online at ARC.AllLife.com or ARC.NLife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at **The Grand at Moon Palace** in Cancun, Mexico. The convention will be held **May 3-6, 2023**.



LOOK FOR ME!

ANNIVERSARIES

37 YEARS OF SERVICE
Lou Nell Busby, PR

28 YEARS OF SERVICE
Timothy Cruise, GA

25 YEARS OF SERVICE
Slav Bitman, SGA

23 YEARS OF SERVICE
Barbara Leader, AGT

21 YEARS OF SERVICE
Denise Gilbert, PR DIR

19 YEARS OF SERVICE
David Ackerman, SGA
Max Quasem, AGT

18 YEARS OF SERVICE
Heather Hewitt, AGT
Thomas VanOsdol, AGT

17 YEARS OF SERVICE
Michael Mandella, AGT

16 YEARS OF SERVICE
Allan Shapiro, AGT
Paul Smoley, AGT
Natalie Soboleva, AGT

15 YEARS OF SERVICE
IP Harris, SGA

14 YEARS OF SERVICE
Jason Bratin, RGA
Tony Geer, RGA
Beto Quintero, SGA

13 YEARS OF SERVICE
DeAnthony Hartman, AGT
Crystal Senour, PR

Michael Williams, GA
12 YEARS OF SERVICE
Carly Ferraro, AGT
Nick Moore, SGA

11 YEARS OF SERVICE
Amie Kallweit, MGA
Zach Otto, RGA
Jesusdieu Portilus, AGT

Richard Whyte, RGA
Timothy Wilson, MGA

10 YEARS OF SERVICE
Devon Chapman, RGA
Travis Daniels, PR
Sean Hansen, GA
Slavita Hut, RGA
Jonni Ng, AGT

9 YEARS OF SERVICE
Amy Baird, GA
Bryan Juskiw, RGA
Brandon MacDonald, SGA
Oleg Novitchii, AGT
Chelsie Otto, MGA
Ernest Powell, SGA
Darrin Roberts, RGA
Michael Stuver, GA
Kamaile Vienna, SGA
Tyler Worstell, RGA

8 YEARS OF SERVICE
Ralph Beard, PR
Ranjana Chopra, AGT
Dianne Dedick, AGT

Justin Diaz, MGA
Laura Graham, MGA
Kashala Guiden, AGT
Kimberly Hamilton, RGA
Bryant Logan, GA
Juan Nunez, AGT
Alexis Pineiro, RGA
Levi Porto, SA
Andrew Siebert, GA

7 YEARS OF SERVICE
Matthew Castelli, AGT
Steven Counts, GA
Ivoni Fuimaono, GA
Steve Hartman, RGA
Andre McCallum, SGA
Brian Melvin, AGT
Taylorr Nathaniel, AGT
Shiv Patel, MGA
Mahdi Wade, GA
Dylan White, AGT

6 YEARS OF SERVICE
Derya Ekren, GA
Doron Freud, RGA
Carey Hartman, MGA
Selina Maldonado, GA
Kimberly Maya, AGT
Leonardo Perez, AGT
Daniel Prinzo, RGA
Jasmin Rodriguez, AGT
Joseph Rotolo, SGA

Matthew Russell, AGT
Clayton Slaughter, RGA

5 YEARS OF SERVICE
Tomarus Burks, MGA
Orlando Criculum, SA
Myra Espinoza, AGT
Vanessa Forouzan, GA
Carolyn George, AG
Benjamin Giamalva, GA
Michelle Goj, SA
Brittany Ketner, SA
Victor Ledesma, AGT
Reinaldo Martinez, AGT
Thomas Romeo, MGA
Dawn Rouanzoin, AGT
Daniel Schwartz, RGA
Elle Sing, MGA
William Thomas, MGA

4 YEARS OF SERVICE
Leonardo Alsina, GA
Nabil Atallah, MGA
Mark Bernsdorff, RGA
Trace Cary, AGT
Lamita Dahdah, GA
Aaron Ebel, SA
Saury Espailat, RGA
Kenneth Fennal, AGT
Arif Hajro, RGA
Marmionett Hopkins, SA
Carlos Iraheta Barrientos, SA
Madison Kilburn, MGA

Ryan Luera, GA
Doris Martinez Garcia, GA
Vincent Massari, RGA
Ariel McAlister, MGA
Christopher McGlynn, MGA
Gregory S Miller, AGT
Christopher Nash, SA
Geoffrey Osili, MGA
Jimmy Keaton, SA
Morgan Tranquist, MGA
Amanda Urdaneta, SA
Jhanna Valerio Vivas, MGA
Diego Vargas, GA
Aliyah Weathers, SA
Christopher Watts, GA
Razan Zarba, GA

3 YEARS OF SERVICE
Akinyemi Akinseye, GA
Raul Angulo, MGA
Melissa Argomaniz, GA
Mackenzie Burchett, GA
Joseph Ciliberti, GA
Jose Cuellar, GA
Willie Cummings, RGA
Crystal Dugger, MGA
Johnny Fuller, RGA
Mitchell Jeremiah, AGT
Monica Kayano, AGT
Mike Mangaoang, GA
Montana McDonald, GA
Akram Mirahmadi Shalamzari, MGA
Daniel Paravisini, AGT
Marc Parrone, AGT

Kelly Walker, PR
Lyndon Prosser, GA
Lishbeht Ramos, AGT
July Reyes Olivo, AGT
Anthony Solano, MGA
Kamyar Soleymani, GA
Jozef Tinaj, GA
Morgan Tranquist, MGA
Amanda Urdaneta, SA
Jhanna Valerio Vivas, MGA
Diego Vargas, GA
Aliyah Weathers, SA
Christopher Watts, GA
Razan Zarba, GA

2 YEARS OF SERVICE
Juan Aleman Madriz, SA
Heather Beers, SA
Franco Bilotti, GA
Teresa Carver, SA
Caitlin Cassidy, GA
Karem Cogollo, AGT
Casey Combs, MGA
Beau Cullen, MGA
Destiny Culton, AGT
Larry Davis, AGT
Moshanic Freeman, AGT
Annette Friend Dietsch, SA
Jeffrey Funderburg, SA
Yolanda Gandy, AGT
Omaira Garces Ramonez, SA
Nathan Gay, GA
Nancy Goodman, AGT

Guy Graves, SA
Shannon Hannon, SA
Jacqueline Higareda, AGT
Galvin Hoopes, SA
Leticia Irving, MGA
Derek Johnson, MGA
Victoria Kabluyen, AGT
Jimmy Keaton, SA
Mitchell Kellogg, AGT
Gabrielle Kolar, AGT
Ashley Kopchak, GA
Derek Koppari, GA
Colin Kowet, MGA
Roman Kreys, AGT
Tyler Lefebvre, GA
Gloriesh Liscano Gamero, MGA
Michelle Maderer, GA
James Maloney, AGT
Hayden Mandrake, AGT
Jomaal Mathews, SA
David Mayfield, AGT
Fiona McLain, GA
Rosely Mediavilla, GA
Chantel Mellema, AGT
Jayleen Miller, GA
Jessica Miller, SA
Anabel Moran, SA
Carlos Navas, AGT
Thomas Nejman, PR
Melissa Nguyen, GA
Connor O'Donnell, GA

Constance Owusu, AGT
John Partipilo, SA
Adalberto Paz, GA
Raul Pinto, GA
Ryan Queyrouze, GA
Bettania Ramos, SA
Derek Ray, GA
Roydon Riki, AGT
Karyssa Rivera, AGT
Vanessa Rodriguez, GA
James C Romero, GA
Lauren Smalley, AGT
Tabetha Smith, SA
Tecole Smith, MGA
Luis Soriano, SA
Robin Sotomayor, SA
Sterling Tallman, SA
Melissa Thurmond, SA
Kristin Trammer, SA
Flerinda Valondo, SA
Conner White, RGA
Chayson Williams, SA
Jojuan Wilson, SA
Janine Yingling, SA
Dillon Zartman, GA

1 YEAR OF SERVICE
Ashley Acremant, SA
Jared Bader, SA
Elion Bendo, SA
Nicholas Beyer, SA
Lisa Bowes, SA

Thomas Brown, SA
Braydon Cameron, GA
Edgar Carruyo, AGT
Susan Chavira, AGT
Malcolm Cheeks, SA
Santino Ciocca, AGT
Mark Ciurczak, AGT
Robin Cole, SA
Javier Contreras Paraguacuto, SA
Luz Cortes, GA
Lara Cosby, AGT
Edward Cottrill, AGT
Joseph Crivelli, RGA
Kelly Curley, AGT
Hope Davis, GA
Stephanie DesForges, SA
Ashley Douglas, AGT
David Dubay, SA
Matthew Duggan, AGT
Samuel Egbert, AGT
Michael Elegado, SA
Jacqueline Farquharson, AGT
Javier Figueroa, SA
Jordan Ford, SA
Lisa Fortinberry, MGA
Carlos Giron, SA
Max Gold, AGT
Genene Gray, AGT
Maeson Green, MGA
Asiguy Haugabook, MGA
Carmala Hawkins, AGT

Michael Hawkins, SA
Anishalin Helms, AGT
Jesus Hernandez, AGT
Autumn Hoeffler, SA
Vitaliy Ivasyuk, AGT
Lamarcus Jackson, MGA
Jin Jeong, AGT
Laura Jimenez, AGT
Kavita Kalia, AGT
Yasmin Kapadia, AGT
Cindy Keller-Kuzmer, AGT
John Korenic, AGT
Gretchen Larosa, AGT
Denzil Latimore, MGA
Ryain Lee, SA
Alicia Lesperance, SA
Terrence Lester, AGT
Brittany Lukowicz, AGT
Russell Lytle, SA
Jose Manzo, SA
Andrei Marroquin, AGT
Ryan Martin, GA
Alejandrina Martinez, AGT
Christopher Measel, AGT
Rochelle Mendoza, AGT
Vincenzo Montaggioni Colmenarez, SA
Devin Moore, MGA
Noor Musleh, SA
Dennis Nelson, SA
Samantha Nelson, AGT
Valentina Nguyen, GA

Rachael O'Connor, AGT
Demarcus Oliver, GA
Aimee Olson, GA
Lisa O'Neill, SA
Sarek Osborne, SA
Keenan Pacheco, SA
Agustin Park, SA
Sebastian Patino, SA
Dmitry Pendro, GA
Kristina Perez, AGT
Sarha Pericevic, SA
Andrea Pietrini, AGT
Juan Pinon, AGT
Pamela Pirela, AGT
Abilene Primeau, SA
Jairo Quintero Arias, AGT
Eric Ramirez, AGT
Melvin Ray, AGT
Balaji Rengarajan, AGT
Tina Rheaume, SA
Sean Rivera, SA
Peter Robbins, AGT
Jyaire Robinson, SA
Olynda Rodriguez, SA
Kateleen Roxas, SA
Bradley Russell, AGT
Nathalyn Sanchez, SA
Kaylee Sawyer, AGT
Israel Sayago, AGT
Savannah Schipman, RGA
Emily Shimko, AGT

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William Smith, SA
Jenniffer Sosa, SA
Judy Sowers, SA
James Stangland, GA
Kayla Strange, AGT
Jenny Taylor, SA
Steven Taylor, AGT
Mario Trejo, SA
Danielle Tucci, AGT
Firat Ucar, SA
Katelyn Ucar, GA
Lilian Velazcovillar, AGT
Marisol Villota, AGT
Katelyn Waller, AGT
Kateal Washington, AGT
Jamie Webster, GA
Carl Weydeman, SA
Charles Williams, MGA
Kye Williams, SA
Darrell Wilson, AGT
Sleiman Yammine, AGT
John Zalesky, GA

PROMOTIONS

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Johnny Ramos

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Carmen Pena Guedez
Sean Shephard
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Autumn Arseneau
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Shalom Chaimov

Jahara Clark
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Franklin Johnson
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Gift Kusuwan
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Samantha Lopiccoco
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Genesis Montiel
Malcolm Pauley
Aubrie Ray

Blair Sheppard
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Jennifer Siregar
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Paul Torman
Christopher Toth
Natela Washington

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Anneli Brandt
Keiva Council
Michael Denton
Diana Navarro
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Victoria Perea
Ryan Queyrouze
Nahireth Rivero
Christopher Rives
Tyler Teague

Taikendy Trinh

67.5% GENERAL AGENT
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Kylee Blehm
Mercy Boykin
Brad Burrows
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Rubin Chaimov
Carlos Colina
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Brenda Davis
Ashley Dunn
Fabio Garcia
Jennifer Guerino
Ayisha Henry
Andrew Jeans
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Mariann Kirby
Denise Kyrkos

Alexandra Lapensee
Ashlyn Lauderdale
Simonne Leblanc
Christopher Marzan
Justine Meyers
Leif Montgomery
Jasmine Moreno
Douglas Mosher
Victoria Richards
Mary Teah
Steve Torres
Kevin Valentin Ross
Michael Williams
Dillon Zartman

57.5% GENERAL AGENT
Calvin Irving

65% SUPERVISING AGENT
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Wade Campbell
Jacob Carter

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Mariangela Chirinos
Ronald Estes
Amanda Finch
Haylie Hollister
Zachary Knipffing
Mark Lotito
Caleb McConnell
Tebi Njilefack
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Sebastian Patino
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Adrión Robertson
Salvador Rodriguez-Ortegon
Jordan Schoof
Lawrence Serious
Yogleidys Urquiola
Humberto Vivas Soto
Alexandria Wyatt

Jessica Yates

62.5% SUPERVISING AGENT
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Caitlin Asel
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Marino Benevides
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James Mathews
Coi Matthews
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Karen Rodriguez
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Aniya Senior
Isabel Seoane Parra
Ciera Simpson
Amy Smith
Vitaliy Stoykevich
Pamela Swain
April Taylor
Kenneth Taylor
Iman Thabit
John Thomas
Josie Thomas
Grace Thompson
Kathryn Thorburne
Henry Tin
Chelsea Tlumac
Paula Torres
Rachael Velema
Yumary Veliz
Jacob Wall
Jesse Wertman

John Whitworth
Marlen Wilkins
Arionia Williams
Karly Williams
Rolonzo Williams
Walker Willis
Brandi Woodard
Kevin Wyatt
Chase Young

52.5% SUPERVISING AGENT
Nicole Bolognesi
LaToya Clark
Courtney McDonald



A MOMENT IN TIME



Susan Fuldauer

Division Vice President
Public Relations

There are many firsts and moments in time we celebrate throughout our personal lives and in our work lives, as well. The birth of a first child, our first automobile or (in my case) a first Harley, the first insurance sale we make, the first time being recognized on stage for outstanding efforts, etc.

The second week of June brought forward a moment in time for our partner labor organization, the AFL-CIO (American Federation of Labor-Council of Industrial Organizations). The thread running through their recent convention was about solving problems of the present and bringing labor into the future.

It was a very special moment in time as the AFL-CIO delegates elected Liz Shuler, IBEW, as the first-ever female president of the AFL-CIO. Additionally, Fred Redmond, USW, was elected as the first-ever African-American

Secretary/Treasurer and Vice President of the AFL-CIO. We are privileged to have both President Shuler and Secretary/Treasurer Redmond serving as members of the AIL/NILICO Labor Advisory Board (LAB).

The speeches made by President Shuler and Secretary/Treasurer Redmond were inspiring and forward-looking; thoughtful about how to take this unique opportunity to “Build the Labor Movement to Meet the Moment,” the theme of the 2022 AFL-CIO national convention. When President Shuler spoke, she talked about being “All In,” which we can relate to as it’s our theme for 2022. Like us, they’re All In for working families; giving a voice in the workplace and a path forward toward greater security, a brighter future, and greater power to create change for working families. Sounds familiar and in line with what we do for working families, right?

President Biden spoke in person at the convention, declaring his “Unyielding support for the Labor Movement as we fight to build an economy that works for working people.” This is the movement that we are a part of, helping working people protect their families and always being there when they need us most.

Just as our leaders at AIL/NILICO were forward-looking through the pandemic and

continue to make technology work for us, Labor is getting out ahead of technology and committing to working with industries to keep workers relevant and employed. Many workers in almost every industry are facing replacement by technology. Bus companies are trying to replace human drivers with automation, as are hotels attempting to replace workers with technology. Technology is impacting every industry, which is costing jobs. Synthesized news anchors, techno-teachers, servers, and multiple other humans are being replaced with new technology.

The AFL-CIO is laser-focused on bringing Labor to the cutting edge of innovation and technology, keeping workers proactive and relevant, ready for employment and advancement, preserving jobs. Being “All In” as a Wall-to-Wall union company will keep us positioned as an ally for and with the Labor Movement as President Shuler and Secretary/Treasurer Redmond move all of us into the future of work.

It is indeed a moment in time and we, in partnership with Labor, are a proud part of Building the Labor Movement to Meet the Moment. 🇺🇸

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Q2 PR Contributions

HGEA AFSCME 152 — Golf Tournament

IUOE 3 — Golf Tournament

UFCW 1529 — Golf Tournament

LIUNA 300 — Scholarship

IBT 89 — Scholarship

UFCW 555 — Golf Tournament

IBT 295 — Scholarship Ad

New York State Pipe Trades Association — Convention

IBEW National — Scholarship

APWU - WA — Convention

IAMAW - ON — Dave Richie Sponsorship

UFCW 175 & 633 — Scholarship

UFCW 175 & 633 — Contribution benefiting their Leukemia Fund

Oklahoma Building Trades — Golf Tournament benefiting "Dollars Against Diabetes Charity"

LIUNA 368 — Scholarship Golf Tournament

LIUNA 270 — Scholarship

LIUNA 183 — Strike Support

UFCW 700 — Scholarship

IBT 362 — Golf Tournament Sponsorship

IUOE 882 — Scholarship

SEIU 1 — Golf Tournament Sponsorship

Building & Construction Trades Department, AFL-CIO — Sponsorship at the "Helmets to Hardhats" Event

United Mine Workers of America — Contribution to the West Virginia University Foundation in support of the new Children's Hospital

International Association of Machinists and Aerospace Workers — Donation benefiting "Pedal the Cause" Fund

United Union of Roofers, Waterproofers and Allied Workers — Donation

Union Sportsmen's Alliance — Lee Livesay Sponsorship

Nova Scotia Federation of Labour — Contribution benefiting Literacy Nova Scotia

Coalition of Black Trade Unionists — NABTU Convention

Building & Construction Trades Department, AFL-CIO — Tee Sponsorship" & Texas Hold Em' Tournament Sponsorship at the Labor of Love Event

DC Friends of Ireland — Sponsorship Ad

New Jersey State AFL-CIO — Labor Awards Sponsorship

Sacramento Central Labor Council, AFL-CIO — Salute to Labor Sponsorship

International Brotherhood of Electrical Workers — IBEW Membership Development Conference Sponsorship, Internation Convention Sponsorship, Exhibit Display at the Utility Conference, & Exhibit table at the IBEW Inter-Union Gas Conference

University of Texas Law School Foundation — Contribution benefiting the Sissy Farenthold Fund

Tarrant County Central Labor Council, AFL-CIO — Golf Tournament Sponsorship

Fresno-Madera-Tulare-Kings Central Labor Council — CLC Labor Leader Event Sponsorship

Brotherhood of Railroad Signalmen — Convention Commemorative Banner

International Association of Machinists and Aerospace Workers — Conference Sponsorship

Building & Construction Trades Department, AFL-CIO — Exhibit Space at The Canada Building Trades Conference

The Broadbent Institute — Giveaway Item for Conference

Building & Construction Trades Department, AFL-CIO — Exhibit Space at the NABTU National Legislative Conference

Idaho State AFL-CIO — Sponsorship

Ohio State Building and Construction Trades Council — Golf Outing

Florida AFL-CIO — Convention

American Federation of Labor and Congress of Industrial Organizations — Booth at Conference

Utah AFL-CIO — Golf Tournament Sponsorship

New York State AFL-CIO — Event Sponsorship

Metropolitan Baltimore Council of AFL-CIO Unions — Golf Tournament

American Federation of School Administrators — Contribution Benefiting the A. Philip Randolph Institute

DC Labor FilmFest

American Federation of School Administrators — Booth at The School Leadership Forum Convention

Graphic Communications Conference/ International Brotherhood of Teamsters — Ad Sponsorship

New York State Building and Construction Trades Council — Constitutional Convention

Boston Labor Council, AFL-CIO (Greater) — Community Labor Sponsorship

Alberta Building Trades — Contribution benefiting the John Tackaberry Memorial Fund

Hawaii State AFL-CIO — Hawaii Employee Lifeline Program Charity Golf Sponsorship

Mainland Nova Scotia Building & Construction Trades Council — Golf Tournament

Hawaii Building & Construction Trades Council — Labor Unity Event Sponsorship

Chicago Federation of Labor and Industrial Union Council, AFL-CIO — Labor Day Ad

Peggy Browning Fund

Contributions listed are from March through June.

NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Mark Lotito	4	Jesus Romero	Victor Medina	2	Hemerson Gonzalez	Anthony Carothers	2	S-S-Bendure-Hartwig
Ardian Gojcaj	2	AO	Kristina Fennessy	2	Brett Gryska	Calvin Dickherber	2	S-S-Parks-Salvaggi
Christine Munroe	2	Michael Barlettano	Toby Lind	2	Gryska-Boles	Gerardo Garza	2	Michael Vasu
Nikia Singleton	2	Gabriel Feldmann	Jahanna Pace	2	Andre McCallum	Coralis Rodriguez	2	Tom Williams

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Rafael Medina	8	Jesus Romero	Melissa Sidoti	3	AO	Duane Shaw	3	Sabrina Lloyd
Anthony Mazurkewicz	6	Giddens-Giddens	Seth Frisby-Jack	3	Simon Arias	Morgan Tranquist	3	Andre McCallum
Clayton Slaughter	6	Michael Vasu	Kingsley Hansen	3	Denis-Michael Catalano	Jake Gelb	3	Nick Moore
Tomarus Burks	6	Tom Williams	Steve Svendson	3	Richard Correa	Morella Parejo	3	Jesus Romero
Matthew Turnquist	4	Richard Correa	Phi Phan	3	Desi Dimitrova	Adam Wheeler	3	Satti-Kanaan
Stephanie Burghardt	4	Gryska-Boles	Veronica Coval	3	Laura Fisher	Darrin Roberts	3	Michael Vasu
Mark Dushaj	3	AO	Chilynn Acevedo	3	Fisher-Zuzick	Elijah Findley	3	Weatherspoon-Harris
Bobby Hamilton	3	AO	Nairobi Contreras	3	Hemerson Gonzalez			
AshLynn Orng	3	AO	Quashade Copney	3	Greg Graham			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Ildemaro Ruiz	7	Jesus Romero	Omar Al Choufi Cumarin	2	Adel Al Choufi Naim	Danny Sour	2	Sabrina Lloyd
Alexandria Greer	5	Giddens-Giddens	Allan Allas	2	AO	Staci Brown	2	Andre McCallum
Alyssa Kingsley	4	Mark Beckford	Justin Schmidt	2	AO	Ethan Stingley	2	Ernest Powell
Tanya Diaz	4	Tom Williams	John Zalesky	2	Arias-Dlabik	Diego Vargas	2	Beto Quintero
Christian Gojcaj	3	AO	Logan Buckley	2	Richard Correa	Jennifer Gilkie	2	Satti-Kanaan
Richard Sidoti	3	AO	Joshua McTier	2	Richard Correa	Derek Helmer	2	Satti-Kanaan
Joseph Hogue	3	Simon Arias	Luz Cortes	2	Desi Dimitrova	Jason Green	2	Darcy Schrieber
William Barker	3	Richard Correa	Michael Harvey	2	Gabriel Feldmann	Ayisha Henry	2	S-S-Bendure-Hartwig
Liliana Aguirre	3	Jesus Romero	Leanne Erney	2	Giglione-Ackerman	Connor O'Donnell	2	S-S-Parks-Salvaggi
Tanner West	3	Michael Vasu	Ahmed Elagrab	2	Greg Graham	Flor Tapia	2	West-Shogar-Moody

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

TOP RECRUITING AGENTS** JUNE



Astrid Castrillon
9 Recruits
Hemerson Gonzalez



Ian Zollos
7 Recruits
S-S-Parks-Salvaggi



Bruce Alford
6 Recruits
AO



Antonino Taormina
6 Recruits
Brett Gryska

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	9	Kevin McBee	3	Katherine Carter	2	Cynthia Isaac	2	Dayana Perez Teran	2
Ian Zollos	7	Chase Miller	3	Tami Chaimov	2	Asante Jackson	2	Ngan Pham	2
Bruce Alford	6	Marcus Pettigrew	3	Nicholas Chuma	2	Avion Johnson	2	David Rigney	2
Antonino Taormina	6	Evan Pinkerton	3	Matthew Conrad	2	Alton Jones	2	Adianeza Rodriguez	2
Spencer Kozelj	5	Erica Robertson	3	Ryan Cummings	2	Jacob Krakora	2	Stephanie Rogers	2
Peter Kwiatkowski	5	Jeremiah Russin	3	Tanya Diaz	2	Ashlyn Lauderdale	2	Steffanie Sainato	2
Michael Maloney	5	Justin Schmidt	3	Tristan Dlabik	2	Conor Markins	2	Jose Sanchez	2
Daniel Walton	4	Amsu Sonyah	3	Jesse Doherty	2	Kathleen Mezick	2	Cynthia Sittig	2
Willie Cummings	3	Liliana Aguirre	2	Nathan Dominique	2	Beau Minnick	2	Julie Vargas	2
Jhon Escariza Contreras	3	Dalton Beam	2	William Dugan	2	Mia Mitchell	2	Phillip Zollos	2
Michael Giachetti	3	Mark Bernsdorff	2	Magdalena Garneau	2	Alexander Nachman	2		
Sierra Hartwig	3	Andrew Bogeas	2	Alexander Gross	2	Tyler Ortiz	2		

TOTAL PINNACLE RECRUITERS: 328 TOTAL PINNACLE RECRUITS: 429

TOP RECRUITING AGENTS** YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	38	Kylee Blahm	6	Mavrick Fredericks	5	John Collins	4	Joseph McCallister	4
David Carpenter	14	Genesis Castillo	6	Cynthia Hoelt	5	Willie Cummings	4	Mitchell Mickovic	4
Peter Kwiatkowski	12	Jessica Chang	6	Nathaniel Hughes	5	Tristan Dlabik	4	Brandon Minor	4
Matthew Conrad	10	Nelson Desmond	6	Franklin Johnson	5	William Dugan	4	Mia Mitchell	4
Sierra Hartwig	9	Jacob Krakora	6	Trace Johnson	5	Johnathon Egan	4	Rex Munsey	4
Chase Miller	9	Erica Lent	6	Connor O'Donnell	5	Tarek Elabasy	4	Sasha Oakes	4
Daniel Walton	9	Michael McKiernan	6	Mike Paragiot	5	Taurean Flournoy	4	Marcus Pettigrew	4
Adam Wheeler	9	Tyler Ortiz	6	Evan Pinkerton	5	Johnny Fuller	4	Keshaun Pierce	4
Sergio Carta	8	Luis Perez	6	Aldo Ramirez Marinelli	5	Alexander Gomez	4	Beto Quintero	4
Nicholas Chuma	8	Adriana Rueda Pimiento	6	Arturo Romero	5	Nicholas Gomez	4	Arimar Ramirez Pernia	4
Julian Navalta	8	Antonino Taormina	6	Jose Sanchez	5	Daryl Graham	4	Daniela Rangel	4
Adianeza Rodriguez	8	Matthew Ward	6	Clayton Slaughter	5	Jenna Gula	4	Joshua Reyes	4
Michael Giachetti	7	Veronica Acurero	5	Jeffrey A Smith	5	Brennen Guerin	4	Stephanie Rogers	4
Lamaricus Jackson	7	Dairon Arbona Fonseca	5	Jennifer Spalding	5	Lori Hamel Johnson	4	Gregory Rudolph	4
Spencer Kozelj	7	Brady Basinger	5	Jeffery Thiel	5	Brandon Hankins	4	Jeremiah Russin	4
Michael Maloney	7	Brenna Behan	5	David C Williams	5	Corey Helly	4	Ashley Rust	4
Conor Markins	7	Mark Bernsdorff	5	Dillon Zartman	5	Sebastian Hill	4	Luis Soriano	4
Beau Minnick	7	Rosa Colmenares Borrego	5	Adem Abdula	4	Keith James	4	Jake Taylor	4
Alessandro Succurro	7	David Croom	5	Sabrina Agostini	4	Aliya Johansen	4	Kemar Thompson	4
Blake Tomblin	7	Yael Enriquez	5	Diego Alvarez	4	Cuong Le	4	Alexander Valenzuela	4
Ian Zollos	7	Leanne Erney	5	Imani Banks	4	Ana Machado Rodriguez	4	Ransey Vazquez	4
Bruce Alford	6	Sokol Fazliu	5	Omar Billy	4	Patricia Marickovich	4	Klyo Vidal	4
Darrell Asbell	6	Elijah Findley	5	Malik Blair	4	Anthony Marsella	4	Leonard Westfall	4
Brandon Bennett	6	Derek Foore	5	Garrett Cegon	4	Jose Matos	4	Leonardo Zaracual	4

TOTAL PINNACLE RECRUITERS: 1426 TOTAL PINNACLE RECRUITS: 2481

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.
 ● *Spotlight* will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. *Spotlight* may picture more or less than 5 in case of a tie.
 ■ The number of YTD Pinnacle Recruits listed for *Spotlight* recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

Sierra Hartwig
S-S-Bendure-Hartwig
11 Recruits
GOLD

Julian Navalta
Henderson-Locker
10 Recruits
GOLD

Ian Zollos
S-S-Parks-Salvaggi
9 Recruits
SILVER

Michael Maloney
Simon Arias
7 Recruits
SILVER

Daniel Walton
S-S-Bendure-Hartwig
6 Recruits
SILVER

Anthony Almeida
Almeida-Graham
5 Recruits
SILVER

Brenna Behan
AO
5 Recruits
SILVER

Mark Bernsdorff
Simon Arias
5 Recruits
SILVER

Nairobi Contreras
Hemerson Gonzalez
5 Recruits
SILVER

Sylvia Faucher
Philip Prata
5 Recruits
SILVER

Dwayne Gomez
Jose Carvajal
5 Recruits
SILVER

Nathaniel Hughes
Dustin Venekamp
5 Recruits
SILVER

Jake Kim
AO
5 Recruits
SILVER

Brandon Minor
AO
5 Recruits
SILVER

Edon Nevzadi
Dustin Venekamp
5 Recruits
SILVER

Ashley O'Donal
Laura Fisher
5 Recruits
SILVER

Maria Papilago
Hemerson Gonzalez
5 Recruits
SILVER

Daryuztka Rodriguez Balza
Capozucca-H-W
5 Recruits
SILVER

Jose Sanchez
Jesus Romero
5 Recruits
SILVER

Jessica Specht
Brett Gryska
5 Recruits
SILVER

Cody Walter
Simon Arias
5 Recruits
SILVER

*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP.

Make Tomorrow Better

– UPDATE –



Hope for Worcester and Big Brothers Big Sisters

AIL and NILICO in partnership with the Nick Moore SGA offices, donated a total of \$15,000 to Hope for Worcester and Big Brothers Big Sisters as part of our *Make Tomorrow Better* initiative.

Big Brothers Big Sisters of Onandaga County (through Peace, Inc.) received \$10,000 to further their mission of improving the lives of school-aged children through a variety of mentoring programs including school-based, workplace, and one-to-one mentoring.

Hope for Worcester's collaborates with businesses, health and service organizations, churches, and individuals to meet physical, emotional, spiritual, and relational needs. The organization received \$5,000 to help them provide a network of resources, services, and community.

JUNE COMPANY TOTALS

ON TO Q3!

Sales

- \$22,689,285 Net ALP

Recruiting

- 1,390 New Associates
- 9,756 Agent Count

Quality/Reinstatements

- 4,159 Total Policies Conserved
 - 3,450 Reinstatements
 - 709 Reopens
- 13th-Month Retention: 65.1%
- 4-Month Retention: 79.4%
- Persistency: 82.81%
- Net to Gross: 86%

Public Relations

- 254 Groups Signed
 - 12% Increase over June 2021
- 426,177 Members Signed
 - 5% Increase over June 2021
- 98 ORI Groups Signed
 - 165% Increase over June 2021
- 12,353 ORI Leads Received
 - 27% Increase over June 2021



PLAYING FROM BEHIND AND PUSHING THROUGH THE FINISH LINE



Scott Dehning

Division Vice President
of Field Operations

Act as if what you do makes a difference. It does. — William James

When you are playing from behind, it might feel as if your efforts are futile. You may feel as if you are trying to move a massive wall and despite all the effort you put in, you can't move an inch. However, remember, you are not alone in this. If you push an inch and I push an inch, we have moved the obstacle a tiny bit. So, even if you feel as if what you do does not make a difference, it does. And so we have to act as if what we do makes a difference because it does.

You have no choice about how you lose, but you do have a choice about how you come back and prepare to win again. — Pat Riley

Some of the most respected sports people have earned respect because of a comeback.

Everyone loves a comeback. Everyone loves to see a person that could have given up but didn't. They inspire and motivate every person that has ever been down, showing hope that coming back up is possible. Playing from behind can make you feel as if your time has passed and your moments of glory are over. But are they really? What if you come back better than before and hit the finish line faster and stronger?

Persistence can change failure into extraordinary achievement. — Matt Biondi

Playing from behind is never ideal. When you feel as if you are falling behind, you wonder what the point of pushing forward is yet there is no chance of winning. However, this is not always the case, those ahead of you may have started agile but can get tired along the way. They can also start taking their position for granted and slow down. This is where persistence starts to pay off. Dr. Angela Duckworth, who researches persistence, shows that consistency is what wins, yet it is intensity that gets recognized. The little steps you take daily with persistence are the ones that will bring you back to the winning position, not those big moves that everyone keeps looking out for.

Set your goals high, and don't stop till you get there. — Bo Jackson

Team, if you feel like you have been playing from behind, this is not the time to stop. There is no stopping until we achieve that which we set out to achieve, no matter how discouraged we may get along the way. We can slow to take a breather, but stopping is not an option.

Always make a total effort, even when the odds are against you. — Arnold Palmer

Right now, it might feel as if the odds are not in your favor. It might feel as if this battle has already been lost and we can draw back and prepare for the next one. But is it time to draw back yet? Let us put in total efforts, even when it appears the odds are not in our favor. Give whatever you do your best effort, and your best attitude, as if it is the most important thing you get to do and watch change happen as we all put our best foot forward.

If you aren't going all the way, why go at all? — Joe Namath

The finish line is the ultimate goal, and until we hit that finish line, we are still in the game. We still have a lot to play for. The game is just beginning!



CONGRATULATIONS TO THE
ULTIMATE RECRUITING CHAMPIONSHIP WINNERS!

CONTEST WINNERS

FEATHERWEIGHT DIVISION

1 st	Anthony Mazurkewicz	Giddens-Giddens	450% of Objective
2 nd	Dan Walton	S-S-Bendure-Hartwig	
3 rd	Jordan Stelzer	Rich Correa	

LIGHTWEIGHT DIVISION

1 st	Rafael Medina	Jesus Romero	400% of Objective
2 nd	Kelly Schoenherr	Phil Prata	
3 rd	James Cassie Jr.	Williams-Akinade	

WELTERWEIGHT DIVISION

1 st	Kingsley Hansen	Denis-Michael Catalano	200% of Objective
2 nd	Nicholas Chuma	S-S-Bendure-Hartwig	
3 rd	Brandon Summerton	AO	

MIDDLEWEIGHT DIVISION

1 st	Albert Huff	Chad Deley	220% of Objective
2 nd	Arif Hajro	AO	
3 rd	Bobby Park	AO	

LIGHT HEAVYWEIGHT DIVISION

1 st	Clayton Slaughter	Michael Vasu	200% of Objective
2 nd	Jake Gelb	Nick Moore	
3 rd	Phi Phan	Desi Dimitrova	

HEAVYWEIGHT DIVISION

1 st	Mark Neilson	AO	138% of Objective
3 rd	Matthew Turnquist	Richard Correa	

GRAND PRIZE TRIP WINNER:

Hector Luqueperaza
Beto Quintero

UFC WEEKEND IN LAS VEGAS WINNER:

Erica Robertson
Simon Arias

\$500 AMAZON GIFT CARD WINNER:

Muzit Berhe
Jamison Weatherspoon

NEW SGAs



Walter Icaza | Florida

Walter holds an MBA in Finance from the University of Central Florida. He worked as a District Manager for a large investment banking firm before joining AIL in 2017. The big draw for Walter was knowing that his income would be directly determined by how hard he worked and he now derives great satisfaction from "seeing agents earn income levels they only dreamed of in the past." Walter believes we have a definite advantage because we offer "the best sales training to help people work from home and achieve the income they desire."



Johnny Ramos | Florida

Johnny worked in the hospitality industry before coming to join the Company in 2015 for "growth, development and financial stability." He has found it rewarding to grow personally and professionally using the tools provided by AIL. Johnny has some great advice for those considering a career in sales or leadership: "Follow the systems and the processes. Be consistent and surround yourself with successful individuals. We provide the tools, systems, leadership, and training to create successful individuals who are coachable and driven to do so."

Dear Future SGA,

Whether you are new to our company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.



SGA Career Track

***\$500k–\$3.5M+**
Unlimited Annual Earnings Potential

LEVEL 1: QUALIFY

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NILICO
- Be on an MGA/RGA Contract
- Production of at least \$350,000 of 1st Six Mo. Agent production (Last 12 Months)

LEVEL 2: INTERVIEW

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

LEVEL 3: FOLLOW UP

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

LEVEL 4: GET AN OFFER

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

**The earnings potential is typical but not guaranteed. Actual amounts can vary based on individuals results.*

WIN WOMEN'S INITIATIVE NETWORK

Everyone Wants to WIN!

The Women's Initiative Network (**WIN**) was established in 2020 as Women's Wednesday to support the growing number of women in sales and leadership positions at AIL-NILICO. The monthly Zoom meetings are women-focused but all are invited and can benefit. Renee Jeffries, Vice President of Sales Operations, hosts the meetings.

The mission of WIN is:

- LEARN** – real-world strategies for success
- GROW** – through a network of support and experience
- CONNECT** – to people that can pave the way for better opportunity

WIN meetings highlight women experiencing success at AIL-NILICO. Speakers are top field producers and leaders, as well as Home Office leadership staff. A few webinars have featured successful businesswomen outside the Company including restaurateur Dee Lincoln, and international author and coach Nancy Cooklin. A Q&A session closes out the meetings.

WIN webinars are provided at no cost and are typically held on the first Wednesday of the month from 11am – 12pm Central time. Watch for Impact texts and emails or check out the AIL Agency Division social media pages for info on upcoming sessions.

- [AIL.NILICO.AgencyDivision](#)
- [AIL.NILICO.AgencyDivision](#)
- [AILAgencyDiv](#)



VIBRA LATINA

¡Crear en ti mismo es el primer secreto para el éxito!

ME parece que, ya sea que hayas nacido aquí o en otro país, todos vinimos a los Estados Unidos con una idea en mente: ¡El éxito! Tu éxito es creado por tus "porqués" e impulsado por tu determinación.

Los porqués siempre son un factor importante en la vida de cualquier persona; para algunos puede ser para ayudar a nuestra familia inmediata, tal vez incluso a la familia del viejo país. Su porqué puede abarcar cualquier cosa, incluyendo: crear una vida mejor, crecimiento personal, capacidad para ayudar a su comunidad, ver su nombre en *Spotlight*, ganar premios, etc.

Ahora, profundicemos un poco más con respecto al impulso dentro de ti para lograr tu porqué. Estoy hablando de la voz interior que no quiere ser vista como promedio. Todos tenemos ese impulso dentro de nosotros, que a menudo nos habla. Es lo primero que escuchamos por la mañana que nos dice que es hora de levantarnos. El que te anima con tus tareas diarias y también te permite saber cuándo te estás desviando. Esa voz es importante para tu éxito porque te guía en el establecimiento de metas y objetivos. Es esa voz la que ayuda a crear tu impulso. Te está diciendo que

Saul Lopez
Director de Ventas / Sales Director



puedes hacer lo que te propongas y te aconseja sobre tener un plan en marcha. Escúchate a ti mismo y cree en tus capacidades para ir más allá. Forma tu determinación para lograr *Opportunity Unlimited*.

Es hora de implementar a través de la determinación. Todos nosotros tenemos la capacidad de vernos a nosotros mismos alcanzando nuestros objetivos, sin importar cuánto tiempo tome. En esta oportunidad, tenemos que dar pasos diarios para seguir avanzando y realizar nuestro potencial. En algunas ocasiones los contratiempos nos golpearán, va a suceder, pero incluso los contratiempos son una ganancia porque aprendemos de ellos. Una vez más, es esa voz interior la que nos mantiene en el camino y enfocados en la búsqueda de nuestro porqué.

No hay atajos para el éxito. Debemos tener una comprensión clara de nuestro porqué, antes de que podamos utilizar nuestro impulso y seguir adelante con determinación. Este es el momento para asegurarnos de que nuestro camino esté despejado para lograr nuestros sueños. ¡Somos AIL/NILICO, ALL IN! 🇺🇸



Believing in Yourself is the First Secret to Success!

It seems to me that whether you were born here or in another country, we are all here with one thought in mind – success! Your success is created by your 'why' and driven by your determination. Why is always an important factor in anyone's life; for some it may be to help our immediate family, perhaps even family from the old country. Your why can encompass anything including creating a better life, personal growth, ability to help your community, seeing your name in *Spotlight*, winning awards, etc.

Now, let's dig a bit deeper regarding the drive within you to achieve your why. I'm talking about the inner voice that doesn't want to be seen as average. We all have that drive within us, which often speaks to you. It's the first thing we hear in the morning that tells us it's time to get up. It's what provides encouragement in your

everyday tasks and also lets you know when you're getting off track. That voice is important to your success because it guides you in establishing goals and objectives. It's that voice that helps create your drive. It's telling you that you can do whatever you set your mind to and advises you about having a plan in place. Listen to that voice and believe in your capabilities to go above and beyond. It forms your determination about achieving *Opportunity Unlimited*.

It's time to implement through determination. We all have the ability to see ourselves hitting our goals, no matter how long it takes. In this

opportunity, we have to take daily steps to keep moving forward to realize our potential. On some occasions we will get hit with setbacks – it's going to happen – but even setbacks are a gain because we learn from them. Once again, it's that inner voice that keeps us on track and focused in pursuit of our why.

There are no shortcuts to success. We must have a clear understanding of our why, before we can engage our drive and follow through with determination. This is our time to make sure our path is clear to achieving our dreams. We are AIL/NILICO, ALL IN! 🇺🇸



VETERAN PRODUCER



1
NANCY DJENDJI
HOUSTON, TX

SA



1
MARK LOTITO
HOUSTON, TX

ROOKIE PRODUCER



1
MARK LOTITO
HOUSTON, TX

GA



1
ILDEMARO RUIZ
HOUSTON, TX

VETERAN MGA



1
DANIEL PACHECO
MIAMI, FL

RGA



1
DANIEL PACHECO
MIAMI, FL

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: JUNE

Rank	Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$27,114	92.6	Noris Dominguez Ramirez	Jesus Romero
2	Carlos Colina	\$21,314	85.9	Cartiza Rojas	Beto Quintero
3	Omaira Garces Ramonez	\$13,965	91.4	Hector Luque	Beto Quintero
4	Normaned Arocho Pendas	\$11,670	81.1	Jhanna Valerio Vivas	Beto Quintero
5	Jenny Curiel	\$10,527	86.6	Jhanna Valerio Vivas	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: JUNE

Rank	Net ALP	NTG	RET	MGA	SGA
1	Mark Lotito	\$58,934	100	Rafael Medina	Jesus Romero
2	Adriana Gil Cordova	\$36,082	100	Rafael Medina	Jesus Romero
3	Jose Briceno	\$29,085	100	Rafael Medina	Jesus Romero
4	Marco Porras Tarazona	\$20,368	100	Axel Carrasquel	Fort Worth Latino Division
5	Ana Machado Rodriguez	\$18,101	87.8	Hector Luque	Beto Quintero

TOP LATINO MARKET SUPERVISING AGENTS: JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Mark Lotito	\$71,551	\$96,167	100	Rafael Medina	Jesus Romero
2	Victor Medina	\$19,886	\$39,940	98	Nairobi Contreras	Hemerson Gonzalez
3	Jason Ibarra	\$14,402	\$15,491	97	Sergio Carta	Beto Quintero
4	Roxana Duarte Castillo	\$9,716	\$13,756	86.1	Daniel Pacheco	Beto Quintero
5	Yasmeli Villasmil	\$9,218	\$10,343	91	Daniel Pacheco	Beto Quintero

TOP LATINO MARKET GENERAL AGENTS: JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Ildemaro Ruiz	\$159,005	\$171,910	100	Rafael Medina	Jesus Romero
2	Diego Vargas	\$24,621	\$67,277	87.4	Daniel Pacheco	Beto Quintero
3	Jhon Escauriza Contreras	\$24,297	\$30,690	91	Axel Carrasquel	Fort Worth Latino Division
4	Arimar Ramirez Pernia	\$19,620	\$25,693	99	Alejandra Larez Morales	Jesus Romero
5	Rosa Colmenares Borrego	\$18,629	\$35,414	100	Noris Dominguez Ramirez	Jesus Romero

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: JUNE

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	29.8%	\$83,593	\$64,416	85.5	Beto Quintero

TOP LATINO MARKET REGIONAL GENERAL AGENTS: JUNE

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	24.7%	\$80,332	\$64,416	85.5	Beto Quintero

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$197,968	92.6	Noris Dominguez Ramirez	Jesus Romero
2	Yelitza Dominguez	\$128,253	76.3	Noris Dominguez Ramirez	Jesus Romero
3	Omaira Garces Ramonez	\$67,567	91.4	Hector Luque	Beto Quintero
4	Dana Martin Gonzalez	\$63,109	91.7	Hector Luque	Beto Quintero
5	Margarita Hickman	\$55,303	88.2	Nairobi Contreras	Hemerson Gonzalez

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Rosa Colmenares Borrego	\$104,888	100	Noris Dominguez Ramirez	Jesus Romero
2	Yoel Chacin Gonzalez	\$73,301	100	Noris Dominguez Ramirez	Jesus Romero
3	Ildemaro Ruiz	\$70,162	100	Rafael Medina	Jesus Romero
4	Kevin Valentin Ross	\$64,600	88.4	Havis Alvarado	Hemerson Gonzalez
5	Mark Lotito	\$58,934	100	Rafael Medina	Jesus Romero

TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Mark Lotito	\$71,551	\$96,167	100	Rafael Medina	Jesus Romero
2	Nancy Djendji	\$70,247	\$374,943	74.3	Noris Dominguez Ramirez	Jesus Romero
3	Ana Machado Rodriguez	\$53,929	\$111,066	94	Hector Luque	Beto Quintero
4	Mayra Gutierrez Rodriguez	\$50,707	\$100,688	88	Diego Alvarez	Hemerson Gonzalez
5	Maria Papilago	\$40,110	\$85,252	89	Havis Alvarado	Hemerson Gonzalez

TOP LATINO MARKET GENERAL AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Ildemaro Ruiz	\$159,129	\$229,118	100	Rafael Medina	Jesus Romero
2	Diego Vargas	\$97,138	\$331,605	87.4	Daniel Pacheco	Beto Quintero
3	Estephania Montecillo	\$95,889	\$180,725	94	Adianeza Rodriguez	Hemerson Gonzalez
4	Aldo Ramirez Marinelli	\$90,363	\$226,243	93	Hector Luque	Beto Quintero
5	Rosa Colmenares Borrego	\$75,113	\$158,245	100	Noris Dominguez Ramirez	Jesus Romero

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Sergio Carta	27.2%	\$297,877	\$234,251	83.0	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

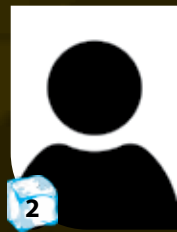
Rank	PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Edgar Velasquez Romero	241.4%	\$467,021	\$193,500	98	Plano Latino Division
2	Nafic Djendji Abdel Khalek	129.8%	\$251,174	\$193,500	74.7	Jesus Romero
3	Luis Velasquez	102.6%	\$198,441	\$193,500	78.3	Jesus Romero

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Nafic Djendji Abdel Khalek	91.6%	\$816,938	\$426,423	74.7	Jesus Romero
2	Sergio Carta	21.1%	\$847,874	\$700,122	80.5	Beto Quintero
3	Daniel Pacheco	16.0%	\$451,191	\$388,997	85.5	Beto Quintero



1 KEVIN MUSAI
LAKEWOOD, OH



2 MARK LOTITO
HOUSTON, TX



3 DAMIAN WOODS
RIDGEFIELD, WA



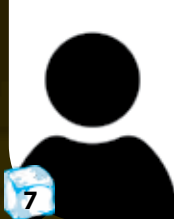
4 MARSHALL FERNANDEZ
RED DEER, AB



5 FRANKO BILBILI
FORT MYERS, FL



6 KAE LAN MUSCARA
NORTH LAS VEGAS, NV



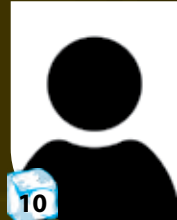
7 ALEXIS TAYLOR
NORTH CHESTERFIELD, VA



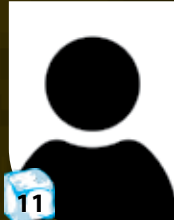
8 MATH EW KAHW AJI
ASHLAND, OH



9 JUSTIN NEAL
WADSWORTH, OH



10 JACOB ROSE
ALTAMONTE SPRINGS, FL



11 ADRIANA GIL CORDOVA
HOUSTON, TX



12 ABRAHAM M OG ILEV SKY
DULUTH, GA



13 JOAN ALVAREZ RUEDA
MIAMI LAKES, FL



14 CONNOR COOK
PAINESVILLE, OH



15 JOSE BRICENO
HOUSTON, TX



16 JAVIER DIAZ
ALTAMONTE SPRINGS, FL



17 JENNIFER SAVINO
NEW YORK, NY



18 EVAN PINKERTON
WEXFORD, PA



19 BRANDON BENNETT
WEXFORD, PA



20 ALEX JANKOWSKI
WEXFORD, PA



ICEBREAKERS SANDRA PEREZ ESPINAL
NEW YORK, NY



ALEXOR STOVALL
NORTH CHESTERFIELD, VA



MARCO PORRAS TARAZONA
BEDFORD, TX

JUNE

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Kevin Musai	\$61,659		93.5	Eno Iftiu	AO
2	Mark Lotito	\$58,934	100		Rafael Medina	Jesus Romero
3	Damian Woods	\$54,220	96		Eno Iftiu	AO
4	Marshall Fernandez	\$52,519		88.8	Alon Barnur	AO
5	Franko Bilbili	\$51,903	96		Arif Hajro	AO
6	Kaelan Muscara	\$50,563	89		Darrell Asbell	AO
7	Alexis Taylor	\$49,243	100		Morgan Tranquist	Andre McCallum
8	Mathew Kahwaji	\$46,766		92.3	Eno Iftiu	AO
9	Justin Neal	\$45,118	97		Eno Iftiu	AO
10	Jacob Rose	\$40,871	99		Moriah Chandler	Henderson-Locker
11	Adriana Gil Cordova	\$36,082	100		Rafael Medina	Jesus Romero
12	Abraham Mogilevsky	\$34,232	88		Tami Chaimov	Jamison Weatherspoon
13	Joan Alvarez Rueda	\$32,268	96		Dairon Arbosa Fonseca	Adel Al Choufi Naim
14	Connor Cook	\$30,673	96		Kevin Gillum	AO
15	Jose Briceno	\$29,085	100		Rafael Medina	Jesus Romero
16	Javier Diaz	\$28,378		75.9	Ryan Slone	Albert Serur
17	Evan Pinkerton	\$26,909	93		Ryan Shazier	Simon Arias
18	Brandon Bennett	\$25,975	94		Joseph Crivelli	Simon Arias
19	Alex Jankowski	\$25,741	94		Jonathan Rindt	Simon Arias
20	Michael Gamboa	\$25,056	94		Eno Iftiu	AO
21	Hala Herballi	\$25,048	97		Veronica Coval	Laura Fisher
22	Bethany Presswood	\$24,154	100		Matthew Sutton	Giddens-Giddens
23	Sandra Perez Espinal	\$24,026	97		Iv Menache	Albert Serur
24	Alyssa Duncan	\$23,445		77.9	Jacob Krakora	S-S-Parks-Salvaggi
25	Desmond Parrinello	\$23,280	96		Fatima Ward	Josh West
26	Bridgett Gardner	\$23,114	93		Thor Leighton	Nick Moore
27	Alexor Stovall	\$22,006	100		Morgan Tranquist	Andre McCallum
28	Damon Brassell	\$21,927	90		Jonathan Rindt	Simon Arias
29	Patrice Charles	\$21,721	100		John Catalano	Simon Arias
30	Firat Ucar	\$20,812		76.6	Bledar Bane	Dustin Venekamp
31	Erald Tomorri	\$20,599		82.6	Arif Hajro	AO
32	Marco Porras Tarazona	\$20,368	100		Axel Carrasquel	Fort Worth Latino Division
33	Erin Dubel	\$20,140	100		Morgan Tranquist	Andre McCallum
34	Samuel Hallaren	\$20,045	100		Morgan Tranquist	Andre McCallum
35	Andrew Bogeas	\$20,012		90.1	Mike Paragiou	S-S-Parks-Salvaggi
36	Jake Kim	\$19,716		81.9	Zackarea Hakim	AO
37	Roberto Rosado	\$19,292	97		Nixandra Caraballo	Henderson-Locker
38	Samantha Dorrrough	\$19,017	96		Eno Iftiu	AO
39	Charles Nacovsky	\$18,619	95		Francesca Veltri	Giglione-Ackerman
40	Ana Machado Rodriguez	\$18,101		87.8	Hector Luque	Beto Quintero
41	Valbona Hasanaj	\$18,012	100		James Fangmann	Albert Serur
42	Daoud Naser	\$17,949		83.0	Matthew Conrad	S-S-Parks-Salvaggi
43	Andi Iftiu	\$17,620		85.4	Eno Iftiu	AO
44	Gordon Biggums	\$17,547	90			Phillip Waisman
45	Panaris Bregu	\$17,448	95		Eno Iftiu	AO
46	Sasha Oakes	\$17,424	96		John Vacca	Tommy Vena
47	Vienna Howat	\$17,246		82.2	Jeremiah Russin	Simon Arias
48	Jamie Caldwell	\$17,097	99		Clayton Slaughter	Michael Vasu
49	Mario Borino	\$17,060	86		Jonathan Rindt	Simon Arias

YTD

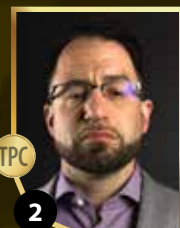
Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Marshall Fernandez	\$384,335		88.8	Alon Barnur	AO
*2	Firat Ucar	\$263,111		76.6	Bledar Bane	Dustin Venekamp
*3	Kevin Musai	\$251,601		93.5	Eno Iftiu	AO
*4	Justin Neal	\$225,201	97		Eno Iftiu	AO
*5	Spencer Stoyer	\$208,470	94		Moriah Chandler	Henderson-Locker
*6	Kaelan Muscara	\$182,755	89		Darrell Asbell	AO
*7	Brandon Bennett	\$177,998	94		Joseph Crivelli	Simon Arias
*8	Mathew Kahwaji	\$174,103		92.3	Eno Iftiu	AO
*9	Alex Jankowski	\$166,532	94		Jonathan Rindt	Simon Arias
*10	Abraham Mogilevsky	\$159,662	88		Tami Chaimov	Jamison Weatherspoon
11	Franko Bilbili	\$137,712	96		Arif Hajro	AO
12	Nathan Labranche	\$132,010	99		Mark Dushaj	AO
13	Noor Musleh	\$127,620		90.8	Matthew Conrad	S-S-Parks-Salvaggi
14	Jennifer Savino	\$119,974		75.9	Ryan Slone	Albert Serur
15	Braydon Cameron	\$118,020		79.6	Ryan Shazier	Simon Arias
16	Sasha Oakes	\$114,144	96		John Vacca	Tommy Vena
17	Connor Cook	\$114,058	96		Kevin Gillum	AO
18	Michael Lewo	\$111,578	88		Moriah Chandler	Henderson-Locker
19	Colby Fox	\$110,929	94		Moriah Chandler	Henderson-Locker
20	Hala Herballi	\$109,698	97		Veronica Coval	Laura Fisher
21	Michael Maloney	\$106,876		80.9	Jonathan Rindt	Simon Arias
22	Jordan Brown	\$105,679	86		Moriah Chandler	Henderson-Locker
23	Rosa Colmenares Borrego	\$104,888	100		Noris Dominguez Ramirez	Jesus Romero
24	Shane Havel	\$104,668	95		Jillian Getz	AO
25	Evan Pinkerton	\$102,037	93		Ryan Shazier	Simon Arias
26	Ahmad Aqel	\$99,440		80.1	Ervin Metaj	Dustin Venekamp
27	Andi Iftiu	\$96,797		85.4	Eno Iftiu	AO
28	Damian Woods	\$95,659	96		Eno Iftiu	AO
29	Patrice Charles	\$94,934	100		John Catalano	Simon Arias
30	Christopher Rives	\$93,683		76.4	Anthony Mazurkewicz	Giddens-Giddens
31	Emily Rogers	\$93,405		95.9	Eno Iftiu	AO
32	Dalton Cassavoy	\$92,755		91.0	Mark Dushaj	AO
33	Gage Harrington	\$90,364		87.7	Mark Neilson	AO
34	Panaris Bregu	\$90,011	95		Eno Iftiu	AO
35	Samuel Morrison	\$89,298	98		Michael Botond	AO
36	Rachael Frankino	\$88,746	86		Mark Reilly	AO
37	Michael Gamboa	\$87,824	94		Eno Iftiu	AO
38	Shiva Latify	\$85,889	93		Ashley Rust	AO
39	Mario Borino	\$84,917	86		Jonathan Rindt	Simon Arias
40	Daoud Naser	\$84,790		83.0	Matthew Conrad	S-S-Parks-Salvaggi
41	Jake Kim	\$83,668		81.9	Zackarea Hakim	AO
42	Charles Nacovsky	\$83,174	95		Francesca Veltri	Giglione-Ackerman
43	Nicholas Beyer	\$82,147		93.7	Zach Otto	Sabrina Lloyd
44	Robert Burns	\$81,490		76.3	Daniel Prinzo	S-S-Parks-Salvaggi
45	Erald Tomorri	\$78,950		82.6	Arif Hajro	AO
46	Clayton Friday	\$78,861		79.6	Mark Bernsdorff	Simon Arias
47	Javier Diaz	\$77,220	99		Moriah Chandler	Henderson-Locker
48	Fatima Mashriqi	\$77,005		81.7	Caren Deanda	Mathew Hart
49	Gordon Biggums	\$76,183	90			Phillip Waisman
50	Donald Lewis	\$75,895		77.9	Duane Shaw	Sabrina Lloyd

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

TPC = 2022 Top Producer Council Member



1 JOSHUA DISHONG
COLUMBUS, OH



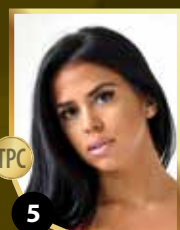
TPC 2 DANIEL PARAVISINI
GRANDVIEW, MO



TPC 3 CARRINGTON HANNA
ONTARIO, CA



TPC 4 DUNI OLUSEGUN
INDIANAPOLIS, IN



TPC 5 CARMEN ARROYO
FLUSHING, NY



6 GIORGI GOGIDZE
NEW YORK, NY



7 OLEG NOVITCHII
BRUNSWICK, OH



TPC 8 ARTURO ROMERO
ST LOUIS, MO



9 KLAUDIO MARTINAJ
DUBLIN, OH



10 SCOTT WHITFORD
WILMINGTON, DE



11 TREVOR BAILEY
HALIFAX, NS



12 SCOTT URBANOWICZ
ALTAMONTE SPRINGS, FL



13 KRISTI BASHO
RANCHO SANTA MARGARITA, CA



14 NIKOLLA LULGJURAJ
ROCHESTER, MI



15 ROGER FUNG
TRACY, CA



16 MICHAEL GIACHETTI
BRUNSWICK, OH



17 KEVIN ISHIKANE
KAPOLEI, HI



18 JEANNELIZA SOLIS
PHOENIX, AZ



19 ALEX MILLER
LOS ANGELES, CA



TPC 20 MICHAEL VAN DELFT
HALIFAX, NS

JUNE

Rank	Net ALP	NTG	RET	MGA	SGA
1	Joshua Dishong	\$109,585	82.2	Joshua Dishong	S-S-Bendure-Hartwig
2	Daniel Paravisini	\$82,168	91.1	Daniel Li	AO
3	Carrington Hanna	\$73,307	87.2	Eno Iftiu	AO
4	Duni Olusegun	\$59,701	86.1	Duni Olusegun	Phillip Waisman
5	Carmen Arroyo	\$57,558	84.2	Carmen Arroyo	Theodore Pappas
6	Giorgi Gogidze	\$57,184	77.2	James Fangmann	Albert Serur
7	Oleg Novitchii	\$49,651	79.9	Eric Thompson	S-S-Parks-Salvaggi
8	Arturo Romero	\$42,790	82.3	Arturo Romero	S-S-Parks-Salvaggi
9	Klaudio Martinaj	\$42,720	81.3	Eno Iftiu	AO
10	Scott Whitford	\$40,788	84.8	Saury Espailat	Ryan Bisanz
11	Trevor Bailey	\$35,924	92.7	Scott Wheeler	Satti-Kanaan
12	Scott Urbanowicz	\$34,903	91.7	Moriah Chandler	Henderson-Locker
13	Kristi Basha	\$34,383	90.3	Arif Hajro	AO
14	Nikolla Lulgjuraj	\$33,754	90.4	Mark Dushaj	AO
15	Roger Fung	\$33,743	84.5	Roger Fung	Mathew Hart
16	Michael Giachetti	\$33,655	77.9	Michael Giachetti	S-S-Parks-Salvaggi
17	Kevin Ishikane	\$33,387	88.4	Blake Higuchi	AO
18	Jeanneliza Solis	\$33,286	86.5	Dustin Dunbar	Dustin Venekamp
19	Alex Miller	\$32,583	77.0		Cohen-Velasquez
20	Michael van Delft	\$31,928	84.6		Satti-Kanaan
21	Lily Sakai	\$31,856	94.8		Cohen-Velasquez
22	Kurt Evans	\$31,272	94.3	Tyler Boulden	Josh West
23	Damon Stroup	\$31,272	88.0	Caren Deanda	Mathew Hart
24	Sarah Saleim	\$29,557	93.7	Dustin Dunbar	Dustin Venekamp
25	Todd Krupa	\$28,029	92.8	Jessica Chang	AO
26	Lamine Diakhate	\$27,276	86.7		Satti-Kanaan
27	Nancy Djendji	\$27,114	92.6	Noris Dominguez Ramirez	Jesus Romero
28	Samuel Marzula	\$26,360	91.7	Joseph Crivelli	Simon Arias
29	Max Quasem	\$25,626	94.1		Cohen-Velasquez
30	Vivian Trinh	\$24,941	82.5		AO
31	Kathleen McArthur	\$24,580	81.4	Romal Omid	Mathew Hart
32	Bruce Tan	\$24,496	92.6	Blake Higuchi	AO
33	Ariel McAlister	\$24,444	89.1	Ariel McAlister	S-S-Parks-Salvaggi
34	Dillon Zartman	\$24,370	81.8	Nicholas Chuma	S-S-Bendure-Hartwig
35	Romal Omid	\$23,659	86.7	Romal Omid	Mathew Hart
36	Tyrese Holland	\$23,132	80.8	Michael Giachetti	S-S-Parks-Salvaggi
37	James Sherwood	\$23,110	84.8		S-S-Bendure-Hartwig
38	Aref Sayegh	\$22,551	88.5		Satti-Kanaan
39	Jose Cuellar	\$22,506	82.9		Cindy Furer
40	Peer Shmelzer	\$21,866	82.9	Joshua Olin	AO
41	Gabrielle Kolar	\$21,450	86.8	Phillip Rigoli	Nick Moore
42	Christopher McGlynn	\$21,432	82.3	Christopher McGlynn	S-S-Parks-Salvaggi
43	Ellen Tuttle	\$21,424	83.6		Brett Gryska
44	Carlos Colina	\$21,314	85.9	Cartiza Rojas	Beto Quintero
45	Vanessa Rodriguez	\$21,234	84.2	Reynolds Akuamo	Theodore Pappas
46	Chris Anderson	\$21,187	83.3		Mathew Hart
47	Greta Wilson	\$21,072	77.0	Joshua Jackson	Brian Schreiter
48	Meaghan Montoya	\$20,671	79.3	Michael Romero	Mathew Hart
49	Joey Kennedy	\$20,463	77.4	Bobby Hamilton	AO
50	Agnieszka Kuser	\$20,370	78.0	Katie Stahulak	Sabrina Lloyd

ALL TIME RECORD: \$205,781 Net ALP — JOE TOMANOVICH

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$606,183	82.2	Joshua Dishong	S-S-Bendure-Hartwig
*2	Duni Olusegun	\$408,188	86.1	Duni Olusegun	Phillip Waisman
*3	Oleg Novitchii	\$406,194	79.9	Eric Thompson	S-S-Parks-Salvaggi
*4	Carmen Arroyo	\$315,774	84.2	Carmen Arroyo	Theodore Pappas
*5	Roger Fung	\$273,278	84.5	Roger Fung	Mathew Hart
*6	Nikolla Lulgjuraj	\$232,453	90.4	Mark Dushaj	AO
*7	Arturo Romero	\$227,515	82.3	Arturo Romero	S-S-Parks-Salvaggi
*8	Daniel Paravisini	\$225,520	91.1	Daniel Li	AO
*9	Todd Krupa	\$220,157	92.8	Jessica Chang	AO
*10	Kristi Basha	\$217,318	90.3	Arif Hajro	AO
11	Scott Whitford	\$209,787	84.8	Saury Espailat	Ryan Bisanz
12	Dina Boghdady	\$204,749	81.7	Luay Ghawi	AO
13	Michael van Delft	\$200,714	84.6		Satti-Kanaan
14	Nancy Djendji	\$197,968	92.6	Noris Dominguez Ramirez	Jesus Romero
15	Lily Sakai	\$195,777	94.8		Cohen-Velasquez
16	Trevor Bailey	\$185,869	92.7	Scott Wheeler	Satti-Kanaan
17	Damon Stroup	\$185,299	88.0	Caren Deanda	Mathew Hart
18	Salaur Khorrami	\$176,082	92.8	Zackarea Hakim	AO
19	Carrington Hanna	\$173,868	87.2	Eno Iftiu	AO
20	Rebecca Amundson	\$169,424	84.4	Dustin Hess	Simon Arias
21	Roger Fredericks	\$168,432	91.9	Adrienne Bragas	AO
22	Dillon Zartman	\$168,289	81.8	Nicholas Chuma	S-S-Bendure-Hartwig
23	Joey Kennedy	\$165,755	77.4	Bobby Hamilton	AO
24	Aref Sayegh	\$165,653	88.5		Satti-Kanaan
25	Christina Salvatore	\$155,774	79.3	Arif Hajro	AO
26	Ian Pickett	\$152,354	81.9	Bobby Gujral	AO
27	Edward Leon	\$151,972	87.6	Edward Leon	AO
28	Muhammed Ashraf	\$145,591	87.3	Sabrina Ashraf	Theodore Pappas
29	Max Quasem	\$144,513	94.1		Cohen-Velasquez
30	Ladan Rahbary	\$143,158	90.4	Bruce Viaje	AO
31	Samuel Marzula	\$142,346	91.7	Joseph Crivelli	Simon Arias
32	Klaudio Martinaj	\$142,025	81.3	Eno Iftiu	AO
33	Tyler McKnight	\$141,336	89.4	Mark Neilson	AO
34	Aaron Ebel	\$138,716	83.7	Arif Hajro	AO
35	Christian Gojcaj	\$137,757	90.1	Mark Dushaj	AO
36	Alessandro Succurro	\$136,683	91.1	Mark Dushaj	AO
37	Alex Miller	\$136,224	77.0		Cohen-Velasquez
38	Bryan Juskiw	\$135,821	88.8	Bryan Juskiw	S-S-Bendure-Hartwig
39	Joshua Elkins	\$134,345	87.7	Travis Picklesimer	S-S-Bendure-Hartwig
40	Derrick Mason	\$134,278	79.9	Derrick Mason	Chad Deley
41	Alexandra Longo	\$134,132	91.8	Alexandra Longo	Hart-Lewicki
42	Irma Gallardo	\$130,232	84.1	Steven Warner	AO
43	Diana Blash	\$130,103	90.1	Chris La Fond	AO
44	Scott Urbanowicz	\$129,877	91.7	Moriah Chandler	Henderson-Locker
45	Yelitza Dominguez	\$128,253	76.3	Noris Dominguez Ramirez	Jesus Romero
46	Jose Cuellar	\$126,744	82.9		Cindy Furer
47	Kurt Evans	\$126,593	94.3	Tyler Boulden	Josh West
48	Brandon Neal	\$125,211	88.7	Mark Dushaj	AO
49	Elvis Tinaj	\$121,467	82.0	Mark Dushaj	AO
50	Jihad Ottallah	\$121,221	85.4	Matthew Conrad	S-S-Parks-Salvaggi

ALL TIME RECORD: \$911,722 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$4,406,460 Net ALP — JOSHUA DISHONG 06/30/22

SUPERVISING AGENTS



JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Scott Urbanowicz	\$99,691	\$167,464	96	Moriah Chandler	Henderson-Locker
2	Randy Tucker	\$81,916	\$103,301	96	Eno Iftiu	AO
3	Jahanna Pace	\$80,376	\$89,225	100	Morgan Tranquist	Andre McCallum
4	Mark Lotito	\$71,551	\$96,167	100	Rafael Medina	Jesus Romero
5	Chayson Williams	\$49,946	\$54,150		Darrell Asbell	AO
6	Kiana Gorden	\$49,771	\$59,009	91	Morgan Tranquist	Andre McCallum
7	Dayana Perez Teran	\$31,511	\$36,096	95	Dairon Arbona Fonseca	Adel Al Choufi Naim
8	Silas Merkel	\$26,817	\$41,449		Derek Foore	S-S-Parks-Salvaggi
9	Michael Lewo	\$25,800	\$33,497	95	Moriah Chandler	Henderson-Locker
10	Mitchell Hambley	\$24,993	\$30,801	97	Matthew Ward	Josh West
11	Quinn Boucaud	\$23,218	\$25,971	92	Thor Leighton	Nick Moore
12	Jamie Caldwell	\$22,805	\$39,903	100	Clayton Slaughter	Michael Vasu
13	Brandon Bennett	\$22,231	\$48,206	97	Joseph Crivelli	Simon Arias
14	Victor Medina	\$19,886	\$39,940	98	Nairobi Contreras	Hemerson Gonzalez
15	Michele Stewart	\$19,856	\$28,510		Eno Iftiu	AO
16	Hector Cruz	\$19,641	\$27,741		Nixandra Caraballo	Henderson-Locker
17	Parveen Lakhani	\$19,038	\$24,102	97	Aaron Piotrowski	Sabrina Lloyd
18	Michael Conner	\$18,893	\$22,701	90	Mark Dushaj	AO
19	Mariana Morales	\$18,831	\$35,216	97	Zach Otto	Sabrina Lloyd
20	Garron Moffett	\$18,746	\$33,124	99	Alec Seibold	Josh West

ALL TIME RECORDS: \$192,431 1st 6 Mo Agt — MORGAN EVANS | \$195,384 Net ALP — LINO STRUSSIONE

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Scott Urbanowicz	\$231,857	\$399,491	96	Moriah Chandler	Henderson-Locker
*2	Dalton Cassavoy	\$227,039	\$302,065	98	Mark Dushaj	AO
*3	Damaris Trejo	\$215,667	\$332,733	93	Zach Otto	Sabrina Lloyd
*4	Chayson Williams	\$182,155	\$196,402		88.3 Darrell Asbell	AO
*5	Randy Tucker	\$176,960	\$339,816	96	Eno Iftiu	AO
6	Kiana Gorden	\$122,934	\$170,335	91	Morgan Tranquist	Andre McCallum
7	Adrian Perez Gonzalez	\$119,916	\$122,969	93	Dairon Arbona Fonseca	Adel Al Choufi Naim
8	Mariana Morales	\$116,864	\$179,052	97	Zach Otto	Sabrina Lloyd
9	Daoud Naser	\$115,753	\$273,819	92	Matthew Conrad	S-S-Parks-Salvaggi
10	Alex Jankowski	\$115,463	\$305,596	92	Jonathan Rindt	Simon Arias
11	Christopher Montoni	\$112,463	\$164,025		74.9 Ian Zollos	S-S-Parks-Salvaggi
12	Michael Conner	\$108,838	\$162,031	90	Mark Dushaj	AO
13	Dulce Paz	\$98,370	\$164,573		80.3 Katie Stahulak	Sabrina Lloyd
14	Robert Burns	\$95,972	\$187,750	92	Daniel Prinzo	S-S-Parks-Salvaggi
15	Aimee Olson	\$95,498	\$130,302	91	Daniel Zotter	Brett Gryska
16	Jahanna Pace	\$94,849	\$105,623	100	Morgan Tranquist	Andre McCallum
17	Ryan Schreiber	\$92,712	\$137,112	91	William Thomas	S-S-Parks-Salvaggi
18	Melissa Grieb	\$92,696	\$189,757	95	Eno Iftiu	AO
19	Hector Cruz	\$91,595	\$189,046		84.2 Nixandra Caraballo	Henderson-Locker
20	Erald Tomorri	\$90,349	\$190,410	90	Arif Hajro	AO

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER

GENERAL AGENTS



JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Ildemaro Ruiz	\$159,005	\$171,910	100	Rafael Medina	Jesus Romero
2	Sean Taylor	\$100,029	\$200,584		81.4 Moriah Chandler	Henderson-Locker
3	Carrington Hanna	\$88,909	\$138,188		89.7 Eno Iftiu	AO
4	Staci Brown	\$76,495	\$90,544	97	Morgan Tranquist	Andre McCallum
5	Elio Mertiri	\$57,302	\$58,778	97	Arif Hajro	AO
6	Rodney Williams	\$50,867	\$68,761		79.8 Darrell Asbell	AO
7	Zakiya Jones	\$49,771	\$58,466	91	Morgan Tranquist	Andre McCallum
8	Jozef Tinaj	\$44,979	\$121,675		86.8 Mark Dushaj	AO
9	Tanner West	\$41,952	\$54,327		86.8 Clayton Slaughter	Michael Vasu
10	Dmitry Pendro	\$40,958	\$84,359	95	Joseph Crivelli	Simon Arias
11	David Ferriolo	\$38,828	\$47,934		79.8 John Catalano	Simon Arias
12	Danny Souri	\$38,095	\$106,522		79.6 Zach Otto	Sabrina Lloyd
13	Bryce Engstrom	\$33,982	\$56,780		86.4 Brandon Minor	AO
14	Tyler Teague	\$33,857	\$68,988		81.0 Nicholas Chuma	S-S-Bendure-Hartwig
15	Miguel Diego Esquivel	\$33,651	\$49,551		85.2 Aaron Piotrowski	Sabrina Lloyd
16	Jeffery May	\$33,483	\$61,309	93	Derek Foore	S-S-Parks-Salvaggi
17	Jacob Reiter	\$32,168	\$37,963	96	Matthew Ward	Josh West
18	Kurt Evans	\$31,738	\$81,977	96	Tyler Boulden	Josh West
19	Mackenzie Burchett	\$31,118	\$45,635		90.1 Tyler Boulden	Josh West
20	Brenna Behan	\$30,588	\$36,701	88	Jillian Getz	AO

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Sean Taylor	\$664,584	\$858,778		81.4 Moriah Chandler	Henderson-Locker
*2	Jozef Tinaj	\$454,653	\$1,141,514		86.8 Mark Dushaj	AO
*3	Danny Souri	\$395,057	\$693,734		79.6 Zach Otto	Sabrina Lloyd
*4	Dmitry Pendro	\$271,812	\$380,952	95	Joseph Crivelli	Simon Arias
*5	Bryce Engstrom	\$260,039	\$385,250		86.4 Brandon Minor	AO
6	Rodney Williams	\$248,289	\$333,684		79.8 Darrell Asbell	AO
7	Carrington Hanna	\$223,058	\$660,233		89.7 Eno Iftiu	AO
8	Mario Borino	\$214,558	\$403,439	92	Jonathan Rindt	Simon Arias
9	Mathew Kahwaji	\$191,541	\$566,556		90.3 Eno Iftiu	AO
10	Zachary Hager	\$187,215	\$402,753	94	Ian Zollos	S-S-Parks-Salvaggi
11	Connor O'Donnell	\$181,270	\$477,340		81.2 Arturo Romero	S-S-Parks-Salvaggi
12	David Ferriolo	\$180,372	\$240,793		79.8 John Catalano	Simon Arias
13	Michael Maloney	\$178,311	\$323,765	93	Jonathan Rindt	Simon Arias
14	Tyler Tasa	\$171,581	\$310,041	98	Alec Seibold	Josh West
15	Noah Vongunden	\$165,024	\$285,227	94	Spencer Kozej	Simon Arias
16	Kristi Basho	\$164,662	\$416,383	93	Arif Hajro	AO
17	Omar Al Choufi Cumarin	\$163,899	\$179,196	93	Dairon Arbona Fonseca	Adel Al Choufi Naim
18	Elio Mertiri	\$162,217	\$213,488	97	Arif Hajro	AO
19	Ildemaro Ruiz	\$159,129	\$229,118	100	Rafael Medina	Jesus Romero
20	Braydon Cameron	\$157,162	\$316,714	93	Ryan Shazier	Simon Arias

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

TPC = 2022 Top Producer Council Member

CATEGORIES I-XII



ENO IFTIU
DELAWARE, OH



ARIF HAJRO
CORONA, CA



MARK BERNSDORFF
WEXFORD, PA



DANIEL PRINZO
BRUNSWICK, OH



BRODY MAUGHAN-EVANSON
WEXFORD, PA



NICHOLAS CHUMA
COLUMBUS, OH



GREGORY RUDOLPH
WEXFORD, PA



PHI PHAN
SAN DIMAS, CA



TAMI CHAIMOV
DULUTH, GA



MATTHEW WARD
INDIANAPOLIS, IN



VERONICA COVAL
BILLERICA, MA



JONATHAN RINDT
WEXFORD, PA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

JUNE						
Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	122.8%	\$518,053	\$232,523	87.6	AO	
Joe Lewo	61.8%	\$183,710	\$113,527	81.5	Henderson-Locker	
Zach Otto	40.3%	\$171,475	\$122,244	84.2	Sabrina Lloyd	
II Arif Hajro	92.0%	\$239,019	\$124,497	85.9	AO	
Matthew Conrad	24.4%	\$151,101	\$121,424	85.6	S-S-Parks-Salvaggi	
III Mark Bernsdorff	96.6%	\$142,795	\$72,650	79.7	Simon Arias	
Jenny Kim	25.5%	\$99,952	\$79,624	81.2	AO	
IV Daniel Prinzo	53.7%	\$114,878	\$74,764	83.4	S-S-Parks-Salvaggi	
David Carpenter	49.8%	\$48,321	\$32,250	76.8	Dustin Venekamp	
Mark Lahijani	37.2%	\$107,250	\$78,168	79.6	Theodore Pappas	
V Brody Maughan-Evanson	186.0%	\$129,619	\$45,317	82.5	Simon Arias	
Joshua Dishong	76.5%	\$110,895	\$62,835	83.3	S-S-Bendure-Hartwig	
Ryan Wilson	34.7%	\$74,191	\$55,083	82.2	Philip Prata	
VI Nicholas Chuma	130.7%	\$105,254	\$45,627	80.4	S-S-Bendure-Hartwig	
Dustin Dunbar	108.0%	\$105,655	\$50,804	88.0	Dustin Venekamp	
Romal Omid	79.7%	\$129,402	\$71,998	81.2	Mathew Hart	
VII Gregory Rudolph	57.9%	\$50,930	\$32,250	78.0	Simon Arias	
Michael Giachetti	54.3%	\$88,602	\$57,426	78.5	S-S-Parks-Salvaggi	
Jessica Chang	49.7%	\$48,275	\$32,250	79.1	AO	
VIII Phi Phan	119.1%	\$85,051	\$38,819	84.4	Desi Dimitrova	
Michael Battaglio	36.7%	\$52,390	\$38,311	79.5	Evan Holzauer	
Bobby Hamilton	27.3%	\$77,440	\$60,844	80.0	AO	
IX Tami Chaimov	61.9%	\$54,873	\$33,884	81.7	Jamison Weatherspoon	
John Vacca	48.8%	\$63,238	\$42,508	77.7	Tommy Vena	
Jesse Doherty	46.4%	\$61,728	\$42,155	74.2	AO	
X Matthew Ward	156.1%	\$83,220	\$32,495	88.0	Josh West	
Alec Seibold	144.3%	\$80,229	\$32,846	86.2	Josh West	
Matthew Diulus	133.5%	\$75,293	\$32,250	75.6	Simon Arias	
XI Veronica Coval	128.1%	\$77,986	\$34,182	81.0	Laura Fisher	
Alexis Pineiro	70.2%	\$59,637	\$35,032	83.0	Cohen-Velasquez	
Thor Leighton	69.2%	\$57,829	\$34,178	75.3	Nick Moore	
XII Jonathan Rindt	380.1%	\$154,817	\$32,250	85.2	Simon Arias	
Tyler Boulden	297.3%	\$128,118	\$32,250	87.6	Josh West	
James Fangmann	284.0%	\$123,855	\$32,250	76.7	Albert Serur	

ALL TIME RECORD: \$740,339 Net ALP — ENO IFTIU

YTD						
Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	68.5%	\$2,225,969	\$1,320,716	87.6	AO	
II Arif Hajro	96.5%	\$1,736,863	\$883,831	85.9	AO	
Matthew Conrad	25.0%	\$939,196	\$751,630	85.6	S-S-Parks-Salvaggi	
Bobby Gujral	23.4%	\$980,456	\$794,376	83.4	AO	
III Mark Bernsdorff	45.8%	\$852,463	\$584,726	79.7	Simon Arias	
Jenny Kim	17.2%	\$743,168	\$634,303	81.2	AO	
IV Paul Samra	24.4%	\$598,282	\$480,992	85.6	Andrew McQuade	
Duni Olusegun	20.6%	\$570,902	\$473,427	83.4	Phillip Waisman	
Daniel Prinzo	20.2%	\$632,579	\$526,271	83.4	S-S-Parks-Salvaggi	
V Brody Maughan-Evanson	132.7%	\$995,531	\$427,752	82.5	Simon Arias	
Joshua Dishong	64.2%	\$672,371	\$409,436	83.3	S-S-Bendure-Hartwig	
Zachery Kertulis	17.6%	\$461,188	\$392,009	78.3	S-S-Parks-Salvaggi	
VI Nicholas Chuma	68.4%	\$634,161	\$376,671	80.4	S-S-Bendure-Hartwig	
Alberto Alcala	41.6%	\$534,161	\$377,219	74.3	Ryan Bisanz	
Brandon Minor	36.2%	\$508,738	\$373,453	87.3	AO	
VII Jessica Chang	48.0%	\$477,587	\$322,646	79.1	AO	
Stuart Pagan	40.1%	\$474,881	\$338,996	85.0	Mathew Hart	
Ashley Rust	27.1%	\$370,972	\$291,850	85.4	AO	
VIII Phi Phan	80.1%	\$545,182	\$302,757	84.4	Desi Dimitrova	
Bobby Hamilton	40.0%	\$423,199	\$302,240	80.0	AO	
Joshua Goodman	18.8%	\$347,620	\$292,498	75.8	Richard Correa	
IX Kimberly Hamilton	45.8%	\$394,422	\$270,548	84.0	Brett Gryska	
Tami Chaimov	35.1%	\$375,928	\$278,290	81.7	Jamison Weatherspoon	
Jesse Doherty	33.5%	\$353,680	\$265,012	74.2	AO	
X Alec Seibold	117.8%	\$421,393	\$193,500	86.2	Josh West	
Tomarus Burks	74.1%	\$425,028	\$244,108	75.7	Tom Williams	
Slavita Hut	44.7%	\$366,900	\$253,595	79.0	John Young	
XI Conor Markins	73.6%	\$377,742	\$217,600	83.2	Simon Arias	
Veronica Coval	66.8%	\$370,386	\$222,058	81.0	Laura Fisher	
Alexis Pineiro	36.4%	\$288,797	\$211,777	83.0	Cohen-Velasquez	
XII Jonathan Rindt	280.7%	\$777,114	\$204,106	85.2	Simon Arias	
Alon Barnur	116.6%	\$433,954	\$200,311	86.4	AO	
Justin Hermann	80.3%	\$363,396	\$201,559	79.0	Dustin Venekamp	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

CATEGORIES XIII-XX & ROOKIE



XIII
MICHAEL GERSTEIN
EDISON, NJ



XIV
CODY GARDNER
NEW YORK, NY



XV
JOHN CATALANO
NEW YORK, NY



XVI
MAYRA ROBLES
HOUSTON, TX



XVII
CRISTINA FOX
EDISON, NJ



Rookie
MORIAH CHANDLER
ALTAMONTE SPRINGS, FL

JUNE

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Michael Gerstein	39.4%	\$44,968	\$32,250	78.7		Giglione-Ackerman
Adrienne Bragas	38.8%	\$44,751	\$32,250	88.0		AO
Johnny Fuller	23.8%	\$39,913	\$32,250	84.6		John Young
XIV Cody Gardner	171.7%	\$87,627	\$32,250	81.4		Albert Serur
Juan Olvera	60.9%	\$51,885	\$32,250	76.0		Stephen Jubrey
Peter Kwiatkowski	23.6%	\$39,871	\$32,250	82.0		S-S-Parks-Salvaggi
XV John Catalano	46.3%	\$47,189	\$32,250	74.8		Simon Arias
XVI Mayra Robles	10.9%	\$37,346	\$33,682	75.0		Michael Vasu
XVII Cristina Fox	13.9%	\$36,742	\$32,250	82.1		Giglione-Ackerman

ALL TIME RECORD: \$740,339 Net ALP — ENO IFTIU

JUNE ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Moriah Chandler	342.8%	\$110,539	\$32,250	196,416		82.6	Henderson-Locker
Joseph Crivelli	248.5%	\$80,139	\$32,250	206,538	93		Simon Arias
Mark Dushaj	229.0%	\$73,840	\$32,250	226,095		85.5	AO
Anthony Mazurkewicz	165.4%	\$53,341	\$32,250	77,329		77.7	Giddens-Giddens
Maria Martinez	159.1%	\$51,303	\$32,250	64,529		81.8	Capozucca-H-W
Kevin Gillum	126.7%	\$40,872	\$32,250	72,837		85.9	AO
Alexandria Greer	125.6%	\$40,493	\$32,250	57,043		80.0	Giddens-Giddens
Spencer Kozej	124.0%	\$39,989	\$32,250	103,162		79.0	Simon Arias
Minh Phung	123.4%	\$39,789	\$32,250	55,806		88.9	AO
Jonathan Collins	110.0%	\$35,476	\$32,250	61,302		74.8	Ernest Powell

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Nakita Fortin	66.8%	\$322,808	\$193,500	86.7		Denis-Michael Catalano
Gary Slocum	43.3%	\$277,271	\$193,500	78.4		Desi Dimitrova
Adrienne Bragas	42.5%	\$275,745	\$193,500	88.0		AO
XIV Cody Gardner	60.3%	\$310,253	\$193,500	81.4		Albert Serur
Magda Figueiredo	25.0%	\$241,850	\$193,500	81.4		Giglione-Ackerman
Hasan Ghazal	23.2%	\$238,449	\$193,500	85.7		Satti-Kanaan
XV John Catalano	35.8%	\$262,820	\$193,500	74.8		Simon Arias
Alexandra Longo	33.0%	\$257,269	\$193,500	92.4		Hart-Lewicki

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Moriah Chandler	437.7%	\$846,866	\$193,500	1,241,250		82.6	Henderson-Locker
Mark Dushaj	314.6%	\$608,664	\$193,500	2,196,739		85.5	AO
Joseph Crivelli	265.2%	\$513,250	\$193,500	953,835	93		Simon Arias
Edgar Velasquez Romero	241.4%	\$467,021	\$193,500	504,387	98		Plano Latino Division
Spencer Kozej	139.5%	\$269,915	\$193,500	618,059		79.0	Simon Arias
Nafic Djendji Abdel Khalek	129.8%	\$251,174	\$193,500	818,824		74.7	Jesus Romero
Maria Martinez	115.2%	\$222,906	\$193,500	323,866		81.8	Capozucca-H-W
Elvis Cartaya	105.8%	\$204,766	\$193,500	314,274	93		AO
Luis Velasquez	102.6%	\$198,441	\$193,500	333,651		78.3	Jesus Romero
Noris Dominguez Ramirez	101.3%	\$195,948	\$193,500	238,321	99		Jesus Romero

CC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

CATEGORIES I-VIII



MARIO HAJRO
SAN CLEMENTE, CA



BRODY MAUGHAN-EVANSON
WEXFORD, PA



ENO IFTIU
DELAWARE, OH



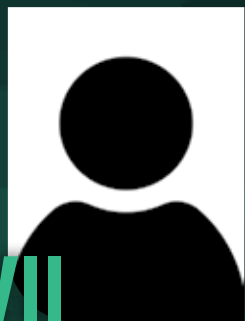
ANDREW BISHOP
RENTON, WA



ARIF HAJRO
CORONA, CA



CODY GARDNER
NEW YORK, NY



DAVID QUEVILLON
TRACY, CA



GARY SLOCUM
SAN DIMAS, CA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

JUNE

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	72.9%	\$1,022,117	\$591,244	86.5	AO	
II Brody Maughan-Evanson	81.7%	\$309,836	\$170,551	80.6	Simon Arias	
Zach Otto	38.7%	\$242,562	\$174,932	83.4	Sabrina Lloyd	
III Eno Iftiu	122.6%	\$517,687	\$232,523	87.6	AO	
James Sodan	16.9%	\$240,123	\$205,448	79.4	Nick Moore	
Scott Wheeler	16.0%	\$232,190	\$200,082	84.3	Satti-Kanaan	
IV Andrew Bishop	17.6%	\$220,059	\$187,183	86.2	AO	
Meaghan Krecsko	14.4%	\$170,405	\$148,923	83.5	AO	
V Arif Hajro	100.2%	\$240,386	\$120,084	85.9	AO	
Adam Kidikas	99.7%	\$259,201	\$129,818	87.7	Josh West	
Gregory Rudolph	91.7%	\$193,726	\$101,047	79.1	Simon Arias	
VI Cody Gardner	123.0%	\$251,548	\$112,816	77.2	Albert Serur	
Tyler Boulden	108.7%	\$226,068	\$108,326	87.6	Josh West	
Chase Miller	108.6%	\$180,808	\$86,659	79.5	S-S-Bendure-Hartwig	
VII David Quevillon	114.9%	\$216,474	\$100,737	83.2	Mathew Hart	
Jessica Chang	78.7%	\$80,772	\$45,211	82.2	AO	
Melinda-Rae Lyse	41.8%	\$106,863	\$75,351	82.1	AO	
VIII Gary Slocum	98.8%	\$122,137	\$61,437	81.1	Desi Dimitrova	
Daniel Prinzo	72.0%	\$118,972	\$69,169	83.4	S-S-Parks-Salvaggi	
David Wang	62.6%	\$138,856	\$85,375	84.5	Arias-Dlabik	

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	70.4%	\$6,585,448	\$3,865,411	86.5	AO	
II Matthew Diulus	17.2%	\$1,820,758	\$1,554,056	77.5	Simon Arias	
Eric Thompson	17.0%	\$1,887,905	\$1,614,196	78.7	S-S-Parks-Salvaggi	
Brody Maughan-Evanson	12.3%	\$1,647,417	\$1,466,535	80.6	Simon Arias	
III Eno Iftiu	69.1%	\$2,230,390	\$1,319,095	87.6	AO	
Scott Wheeler	13.3%	\$1,361,022	\$1,201,241	84.3	Satti-Kanaan	
IV Mark Dushaj	112.4%	\$2,194,783	\$1,033,488	85.5	AO	
Andrew Bishop	23.4%	\$1,398,367	\$1,133,045	86.2	AO	
Astrid Castrillon	10.1%	\$1,100,675	\$1,000,042	74.0	Hemerson Gonzalez	
V Arif Hajro	89.2%	\$1,802,511	\$952,802	85.9	AO	
Bobby Hamilton	41.7%	\$1,257,902	\$887,967	79.4	AO	
Gregory Rudolph	36.1%	\$1,255,934	\$922,936	79.1	Simon Arias	
VI Tyler Boulden	83.2%	\$1,124,771	\$613,956	87.6	Josh West	
Chase Miller	82.1%	\$1,171,582	\$643,424	79.5	S-S-Bendure-Hartwig	
Cody Gardner	41.5%	\$932,641	\$658,973	77.2	Albert Serur	
VII Jessica Chang	83.3%	\$1,009,330	\$550,656	82.2	AO	
Chris La Fond	46.4%	\$926,145	\$632,428	82.8	AO	
Justin Sutton	45.9%	\$914,156	\$626,557	77.5	Giddens-Giddens	
VIII Gary Slocum	63.0%	\$869,245	\$533,188	81.1	Desi Dimitrova	
Daniel Prinzo	39.7%	\$675,780	\$483,736	83.4	S-S-Parks-Salvaggi	
Daryl Graham	32.1%	\$632,596	\$479,042	77.2	S-S-Parks-Salvaggi	

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

CATEGORIES IX–XVI



IX

DUSTIN DUNBAR
PHOENIX, AZ



X

NICHOLAS CHUMA
COLUMBUS, OH



XI

PHI PHAN
SAN DIMAS, CA



XII

DAVID BILOTTI
LAS VEGAS, NV



XIII

JAMES MARKS
WEXFORD, PA



XIV

RICHARD WHYTE
TORONTO, ON



XV

JADELENE WELTY
CONCORD, CA



XVI

JOSEPH CRIVELLI
WEXFORD, PA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

JUNE

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Dustin Dunbar	111.9%	\$118,053	\$55,705		87.9	Dustin Venekamp
Slavita Hut	57.8%	\$88,958	\$56,370		81.3	John Young
William Parmeter	24.6%	\$74,929	\$60,142		82.7	Brett Gryska
X Nicholas Chuma	178.4%	\$119,227	\$42,831		80.4	S-S-Bendure-Hartwig
Alexis Pineiro	79.2%	\$106,678	\$59,541		84.4	Cohen-Velasquez
Steven King	77.9%	\$106,939	\$60,111		85.5	Darcy Schrieber
XI Phi Phan	138.3%	\$92,519	\$38,819		84.4	Desi Dimitrova
Rielly Maher	47.0%	\$47,412	\$32,250		78.1	AO
Jeffery Thiel	46.7%	\$69,016	\$47,048		85.6	S-S-Bendure-Hartwig
XII David Bilotti	43.3%	\$49,910	\$34,833		88.9	Corey Neff
Michael Botond	38.4%	\$44,628	\$32,250		81.3	AO
Daniel Zotter	37.1%	\$68,842	\$50,201		78.7	Brett Gryska
XIII James Marks	286.9%	\$153,551	\$39,685		83.9	Simon Arias
Anthony Mazurkewicz	128.6%	\$73,906	\$32,337		77.7	Giddens-Giddens
Alon Barnur	114.3%	\$69,102	\$32,250		86.3	AO
XIV Richard Whyte	85.5%	\$59,832	\$32,250		79.3	AO
Aaron Friedlander	31.3%	\$42,345	\$32,250		85.7	Steve Friedlander
Darez Meriwether	31.2%	\$42,305	\$32,250		84.8	AO
XV Jadelene Welty	45.3%	\$46,857	\$32,250		78.2	Andrew McQuade
Danisabel Rodriguez	21.1%	\$39,067	\$32,250		87.1	Greg Graham
Jennifer Ragan	19.8%	\$38,642	\$32,250		80.9	AO
XVI Joseph Crivelli	540.4%	\$206,538	\$32,250	94		Simon Arias
Raymond Risucci	336.6%	\$140,804	\$32,250		83.4	Moore-DeFurio
Matthew Ward	157.9%	\$83,171	\$32,250		88.0	Josh West

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Nafic Djendji Abdel Khalek	91.6%	\$816,938	\$426,423		74.7	Jesus Romero
Slavita Hut	30.6%	\$578,374	\$442,866		81.3	John Young
William Parmeter	14.9%	\$489,267	\$425,654		82.7	Brett Gryska
X Nicholas Chuma	87.0%	\$674,282	\$360,672		80.4	S-S-Bendure-Hartwig
Stella Roznovan	56.2%	\$560,416	\$358,896		80.8	Cohen-Velasquez
Steven King	50.8%	\$549,731	\$364,442		85.5	Darcy Schrieber
XI Phi Phan	81.3%	\$548,762	\$302,757		84.4	Desi Dimitrova
Justin Hermann	58.2%	\$525,950	\$332,527		76.1	Dustin Venekamp
Nicole Preston	42.7%	\$464,418	\$325,396		80.8	Kris Thieme
XII Daniel Zotter	59.1%	\$432,724	\$272,007		78.7	Brett Gryska
Giovanni Diduro	35.3%	\$338,955	\$250,532		82.4	Brett Gryska
Alan Sedaghat	33.6%	\$355,647	\$266,229		82.6	AO
XIII James Marks	247.6%	\$808,022	\$232,448		83.9	Simon Arias
Brandon Schwed	150.8%	\$485,370	\$193,500	90		Kevin Holtz
Alon Barnur	111.0%	\$433,954	\$205,693		86.3	AO
XIV Richard Whyte	41.6%	\$274,067	\$193,500		79.3	AO
XV Kade Beck	49.7%	\$289,725	\$193,500		75.4	Brian Schreiter
Kingsley Ibeh	20.6%	\$233,266	\$193,500		81.1	Dustin Venekamp
Jadelene Welty	20.3%	\$232,870	\$193,500		78.2	Andrew McQuade
XVI Joseph Crivelli	392.9%	\$953,835	\$193,500	94		Simon Arias
Raymond Risucci	280.2%	\$735,611	\$193,500		83.4	Moore-DeFurio
Tucker Gregor	80.3%	\$348,849	\$193,500	97		West-Moody

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

CATEGORIES I-VII



SIMON ARIAS



S-S-BENDURE-HARTWIG



DARCY SCHRIEBER



JOSH WEST



CINDY FURER



PHILLIP WAISMAN



KEVIN HOLTZ

JUNE

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Simon Arias	105.0	\$1,594,284	\$1,518,500		79.1	22.2
S-S-Parks-Salvaggi	101.3	\$1,368,992	\$1,351,600		81.6	3.9
Dustin Venekamp	95.3	\$510,189	\$535,200		79.1	0.2
II S-S-Bendure-Hartwig	119.7	\$514,853	\$430,000		83.6	48.1
III Darcy Schrieber	97.3	\$281,467	\$289,200	95		35.4
Nick Moore	86.4	\$360,366	\$417,300		80.7	13.8
IV Josh West	137.8	\$382,433	\$277,500		87.9	39.8
Philip Prata	121.5	\$285,455	\$234,900		80.1	24.5
Andrew McQuade	131.9	\$324,763	\$246,300		84.5	11.5
Albert Serur	121.8	\$385,909	\$316,900		76.5	4.3
V Cindy Furer	102.0	\$196,398	\$192,600		77.9	14.3
VI Phillip Waisman	88.7	\$156,381	\$176,300	92		34.3
Corey Neff	57.6	\$118,233	\$205,100		79.5	4.2
Ryan Bisanz	84.9	\$181,288	\$213,600		74.1	2.2
VII Kevin Holtz	79.8	\$103,840	\$130,100		80.2	25.7
Denis-Michael Catalano	82.3	\$116,238	\$141,200		77.7	6.2

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Simon Arias	95.8	\$10,315,998	\$10,765,800		79.1	10.2
S-S-Parks-Salvaggi	93.6	\$8,400,378	\$8,974,800		81.6	7.6
II S-S-Bendure-Hartwig	110.5	\$3,394,731	\$3,072,000		83.6	27.1
Mathew Hart	96.8	\$2,353,043	\$2,431,200		81.4	11.3
Beto Quintero	92.5	\$2,637,817	\$2,852,700		83.7	6.3
Brett Gryska	94.4	\$3,367,261	\$3,565,800		82.5	4.3
III Darcy Schrieber	73.7	\$1,137,472	\$1,542,700	95		16.3
Satti-Kanaan	93.1	\$2,260,409	\$2,428,900		84.4	6.8
IV Josh West	119.6	\$1,975,331	\$1,651,800		87.9	37.5
Andrew McQuade	127.2	\$1,879,226	\$1,477,800		84.5	32.5
Philip Prata	96.9	\$1,409,242	\$1,455,000		80.1	11.4
Albert Serur	90.8	\$1,895,534	\$2,088,300		76.5	4.4
Tom Williams	88.8	\$1,929,454	\$2,171,700		76.6	2.2
V Cindy Furer	100.1	\$1,272,007	\$1,270,800		77.9	15.1
Tommy Vena	95.8	\$1,239,255	\$1,293,300		77.7	10.2
VI Giddens-Giddens	103.2	\$1,092,112	\$1,057,800		77.6	18.8
Ryan Bisanz	103.2	\$1,186,774	\$1,150,500		74.1	18.6
Slav Bitman	88.9	\$1,039,630	\$1,169,400		85.5	2.3
VII Kevin Holtz	101.3	\$861,828	\$850,800		80.2	16.5
Denis-Michael Catalano	99.2	\$829,142	\$835,800		77.7	14.1

EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I-XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

CATEGORIES VIII–XIII



VIII
DESI DIMITROVA



IX
CHAD DELEY



IX
OLDHAM-MOORE
EC



X
JOHN YOUNG



XI
ANDRE HAWTHORNE



XII
JEREMY RIVERS



XII
WILLIAMS-AKINADE



XIII
JOHN YOUNG
EC



XIII
MOORE-DEFURIO

EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I–XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I–XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

TOP % OF NET ALP OBJ ▶



EC
MOORE-DEFURIO
Category XIII
244.7



CAPOZUCCA-H-W
Category XIII
182.1



DESI DIMITROVA
Category VIII
163.6

JUNE

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Desi Dimitrova	163.6	\$146,872	\$89,800	80.8	30.8	
Chad Deley	87.0	\$111,486	\$128,200	78.7	3.3	
IX Oldham-Moore	95.2	\$123,436	\$129,700	82.5	74.7	
AO-Lorence	142.0	\$128,516	\$90,500	82.3	52.6	
Evan Holzhauser	74.8	\$65,298	\$87,300	77.5	42.7	
Souley Bah	100.1	\$104,514	\$104,400	81.5	2.6	
X John Young	133.6	\$92,553	\$69,300	81.8	64.7	
Kris Thieme	94.7	\$75,608	\$79,800	78.8	6.9	
XI Andre Hawthorne	96.6	\$35,758	\$37,000	78.1	102.3	
Jeremy Rivers	113.2	\$41,901	\$37,000	77.4	23.4	
XII Williams-Akinade	130.4	\$52,048	\$39,900	85	114.3	
Nicole Sanders	82.0	\$30,348	\$37,000	84.3	13.4	
XIII Moore-Defurio	244.7	\$90,549	\$37,000	92	N/A	
Capozucca-H-W	182.1	\$67,915	\$37,300	93	241.9	
George O'Shea	97.3	\$35,989	\$37,000	76.2	68.6	
Myaa Fallon	96.7	\$35,776	\$37,000	93	N/A	

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Desi Dimitrova	128.2	\$1,025,711	\$799,800	80.8	47.5	
Tiffany Wagner	102.0	\$790,022	\$774,300	83.0	17.4	
IX Hart-Lewicki	109.8	\$507,602	\$462,300	78.6	26.3	
AO-Lorence	108.2	\$625,573	\$578,400	82.3	24.4	
Oldham-Moore	97.1	\$766,363	\$789,000	82.5	11.7	
X John Young	130.5	\$598,523	\$458,700	81.8	50.2	
Mark Beckford	100.1	\$476,467	\$476,100	80.2	15.1	
Kris Thieme	92.5	\$466,379	\$504,300	78.8	6.4	
XI Jeremy Rivers	96.9	\$227,391	\$234,600	77.4	12.6	
XII Nicole Sanders	79.2	\$175,895	\$222,000	84.3	43.0	
Williams-Akinade	123.6	\$360,830	\$291,900	85	42.4	
XIII Moore-Defurio	286.5	\$636,020	\$222,000	92	N/A	
Adel Al Choufi Naim	103.3	\$279,889	\$270,900	89	35.2	
Michael Barlettano	94.9	\$210,706	\$222,000	93	N/A	

CATEGORY I



1
DAVID SCALISI
MANLIUS, NY



2
CHUCK HILL
LODI, CA



1
MARK GAGLIARDI
CLARKSVILLE, TN



2
RONA PILEGGI SPANO
DARIEN, IL

CATEGORY III



1
ANNA GUIDO ROHRER
MONROE, OH



2
JANIS PITTS
MOORINGSPORT, LA

CATEGORY II

CATEGORY IV



1
GEORGE MURRY
MONTGOMERY, AL



2
CARL ZABLOTNY
LAS VEGAS, NV



1
MELISSA LIVELY
HEAD OF CHEZZETCOOK, NS

CATEGORY V



2
THOMAS NEJMAN
TAMPA, FL

CATEGORY VI



1
LAURIE GRUBER
HAMMOND, WI



2
CRYSTAL SENOUR
ANNANDALE, NJ

CATEGORY VII



1
DIANNA LUEKE
BUFORD, GA



2
BRIAN RYAN
WALLINGFORD, PA



1
CHERIE HENIK
INDEPENDENCE, MO



2
TORI SNOWDEN
LANSING, MI

CATEGORY VIII

TOP MANAGERS

CATEGORY II



1
BETH FARM
COLLIERVILLE, TN

INDIVIDUAL REPS: JUNE

Category	Rank	Cards	Obj	% Obj	
I	1	David Scalisi	2,408	1,217	197.9%
	2	Chuck Hill	3,482	2,217	157.1%
	3	Brenda Di Somma	2,723	2,272	119.9%
II	1	Mark Gagliardi	1,314	1,102	119.2%
	2	Rona Pileggi Spano	1,221	1,095	111.5%
	3	Lisa Bennett	1,007	1,036	97.2%
III	1	Anna Guido Rohrer	1,930	1,006	191.8%
	2	Janis Pitts	1,450	920	157.6%
	3	Lisa West	1,053	813	129.6%
IV	1	George Murry	1,222	728	167.8%
	2	Carl Zablotsky	1,103	770	143.2%
	3	Irene Rurycz	707	704	100.4%
V	1	Melissa Lively	704	591	119.1%
	2	Thomas Nejman	552	599	92.3%
	3	Irene Rurycz	707	704	100.4%
VI	1	Laurie Gruber	738	550	134.2%
	2	Crystal Senour	735	550	133.6%
	3	Erica Dalager	630	564	111.7%
VII	1	Dianna Lueke	3,544	550	644.3%
	2	Brian Ryan	1,249	550	227.1%
	3	Lou Nell Busby	1,054	550	191.7%
VIII	1	Cherie Henik	1,217	550	221.3%
	2	Tori Snowden	937	550	170.3%
	3	Celia O'Dell	604	550	109.9%
Rookie	1	Tori Snowden	937	550	170.3%
IceBreaker	1	Cherie Henik	1,217	550	221.3%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	David Scalisi	12,010	7,300	164.5%
II	*1	Rona Pileggi Spano	8,483	6,568	129.2%
	2	Robin Andrade	8,110	7,269	111.6%
III	*1	Kathy Pappas	10,309	5,078	203.0%
	2	Al Wall	9,228	5,602	164.7%
	3	Janis Pitts	8,600	5,521	155.8%
IV	*1	Cas Robinson	9,144	4,465	204.8%
	2	Irene Rurycz	4,919	4,223	116.5%
V	*1	Noel Robbins	3,685	3,606	102.2%
	2	Thomas Nejman	3,490	3,592	97.2%
VI	*1	Erica Dalager	4,818	3,386	142.3%
	2	Dee Hettinger	3,743	3,369	111.1%
	3	Tommy Flynn	3,271	3,300	99.1%
VII	*1	Lou Nell Busby	6,557	3,300	198.7%
	2	Dianna Lueke	4,790	3,300	145.1%
	3	Brian Ryan	4,306	3,300	130.5%
VIII	*1	Ryan Gregoli	10,294	3,300	311.9%
	2	Tori Snowden	6,495	3,300	196.8%
	3	Celia O'Dell	5,747	3,300	174.1%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: JUNE

Category	Rank	Cards	Obj	% Obj	
II	1	Beth Farm	6,641	4,820	137.8%

MANAGERS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	JT Tasker	46,342	37,388	123.9%
II	*1	Tami Williams	41,592	32,397	128.4%
	2	Judy Spade	31,745	32,259	98.4%
III	*1	Lisa Johnson	13,611	14,989	90.8%

MOST ORIGINAL CARDS GENERATED: YTD

- 1** ANNA GUIDO ROHRER 4,695
- 2** AL WALL 4,308
- 3** KATHY PAPPAS 3,957



1
ANNA GUIDO ROHRER
MONROE, OH

GC = 2022 PR Growth Council Member

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 6,000 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 90% of Growth objective.

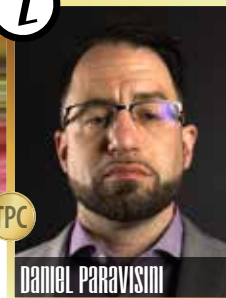
WORLD'S GREATEST BONUS

1



JOSHUA DISHONG
\$41,074
S-S-Bendure-Hartwig

2



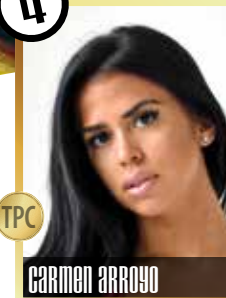
DANIEL PARAVISINI
\$28,042
AO

3



DUNI OLUSEGUN
\$22,030
Phillip Waisman

4



CARMEN ARROYO
\$21,964
Theodore Pappas

5



MARSHALL FERNANDEZ
\$21,401
AO

TPC

TPC

TPC

TPC

JUNE BONUS LEADERS

PAYOUT: \$3,258,062

QUALIFIERS: 3,627

- \$ 41,074 Joshua Dishong
- 28,042 Daniel Paravisini
- 22,030 Duni Olusegun
- 21,964 Carmen Arroyo
- 21,401 Marshall Fernandez
- 21,102 Carrington Hanna
- 20,127 Kevin Musai
- 18,247 Meenakshi Chavis
- 17,756 Oleg Novitchi
- 17,261 Giorgi Gogidze
- 15,937 Kaelan Muscara
- 15,336 Kristi Basho
- 14,680 Mark Lotito
- 14,294 Franko Bilbili
- 13,577 Arturo Romero
- 13,236 Mathew Kahwaji
- 12,906 Damian Woods
- 12,456 Roger Fung
- 11,931 Ildemaro Ruiz
- 11,917 Lily Sakai
- 11,872 Alexis Taylor
- 11,372 Scott Urbanowicz
- 11,088 Klaudio Martinaj
- 10,872 Justin Neal
- 10,136 Scott Whitford
- 9,278 Nancy Djendji
- 9,264 Nikolla Luljuraj
- 8,621 Damon Stroup
- 8,321 Michael van Delft
- 8,139 Jeannieliza Solis
- 7,825 Adriana Gil Cordova
- 7,703 Connor Cook
- 7,662 Sarah Saleim
- 7,473 Todd Krupa
- 7,399 Kurt Evans
- 7,336 Ladan Rahbary
- 7,309 Roger Fredericks
- 7,237 Dillon Zartman
- 7,199 Jacob Rose
- 7,197 Aref Sayegh
- 7,190 Bruce Tan
- 6,891 Joan Alvarez Rueda
- 6,882 Michael Giachetti
- 6,812 Lamine Diakhate
- 6,753 Ariel McAlister
- 6,745 Jennifer Savino

- \$ 6,664 Samuel Marzula
- 6,581 Muhammed Ashraf
- 6,531 Trevor Bailey
- 6,479 Max Quasem
- 6,431 Alex Miller
- 6,385 Joey Kennedy
- 6,361 Javier Diaz
- 6,349 Kelly Jones
- 6,200 Vanessa Rodriguez
- 6,177 Abraham Mogilevsky
- 6,064 Hala Herbali
- 5,983 Matthew Zang
- 5,925 Vivian Trinh
- 5,817 Firat Ucar
- 5,780 Jose Briceno
- 5,707 Brandon Bennett
- 5,442 Chris Anderson
- 5,428 Truman Falkner
- 5,397 Romal Omid
- 5,113 Jihad Ottallah
- 5,073 Anthony Ferguson
- 5,066 Alex Jankowski
- 5,042 Anthony Washington
- 5,024 Sandra Perez Espinal
- 4,939 Alyssa Duncan
- 4,901 Roberto Samano Diaz
- 4,858 Tyler McNight
- 4,834 Evan Pinkerton
- 4,801 Bethany Presswood
- 4,770 Jose Cuellar
- 4,731 Michele Stewart
- 4,676 Joshua Notte
- 4,658 Michael Stuver
- 4,651 Jonathan Da-Al
- 4,616 Bryan Juskiw
- 4,607 Edward Leon
- 4,601 Michael Battaglio
- 4,598 Andrea Schmitt
- 4,572 Emily Klich
- 4,565 Peer Shmelzer
- 4,559 Tyrese Holland
- 4,514 James Sherwood
- 4,513 Meaghan Montoya
- 4,495 Gavin Gambhir
- 4,460 Ellen Tuttle
- 4,421 Chilynn Acevedo

- \$ 4,398 Razan Zarba
- 4,384 Kevin Ishikane
- 4,361 Troy Henderson
- 4,350 Michael Gamboa
- 4,314 Richard Bentley
- 4,273 Andrew Bogeas
- 4,245 Jake Kim
- 4,239 Kiana Gorden
- 4,227 Igor Melcharek
- 4,173 Michele Faul
- 4,136 Morgan Tranquist
- 4,127 Damon Brassell
- 4,123 Gabrielle Kolar
- 4,120 Josh Spence
- 4,117 Triston Miller
- 4,086 Christopher McGlynn
- 4,082 Alexor Stovall
- 4,052 Jillian Getz
- 4,042 Anthony Jean
- 4,022 Samuel Morrison
- 4,013 Patrice Charles
- 4,010 Irma Gallardo
- 3,964 Desmond Parrinello
- 3,963 Greta Wilson
- 3,942 Derek Sutherlin
- 3,942 Carlos Colina
- 3,920 Erald Tomorri
- 3,916 Ashley Rust
- 3,878 Viktorious Dugan
- 3,866 Derrick Mason
- 3,864 Austin Rockall
- 3,851 Daoud Naser
- 3,847 Katharine Thorne
- 3,841 Tjere Morrow
- 3,791 Alexandra Longo
- 3,774 Richard Sidoti
- 3,716 Sean Merritt
- 3,714 Ryne Morozowski
- 3,671 Charles Nacovsky
- 3,650 Valbona Hasanaj
- 3,634 Erin Dubel
- 3,611 Samuel Hallaren
- 3,588 Andi Iftiu
- 3,576 Blair Sheppard

- \$ 3,564 Brooklyn Brooks
- 3,555 Mike Reed
- 3,546 Agnieszka Kusper
- 3,534 Alessandro Succurro
- 3,531 Shiv Patel
- 3,516 Evan Stewart
- 3,515 Mario Borino
- 3,513 Alyssa Libby
- 3,509 Dylan White
- 3,501 Brock Lampepe
- 3,490 Ana Machado Rodriguez
- 3,450 Damaris Trejo
- 3,447 Sharon Potter
- 3,430 Tony Georges
- 3,411 Panaris Bregu
- 3,399 Elaina Vecchio
- 3,396 Natalia Beltran Hernandez
- 3,392 Larry Brown
- 3,390 Ryan Vance
- 3,389 Robert Jackson
- 3,384 Samantha Dorough
- 3,370 Gordon Biggums
- 3,360 Manique Sala
- 3,344 Ashkan Khoshmagham
- 3,341 Melody Han
- 3,340 Kathleen McArthur
- 3,331 Jacoby Barry
- 3,324 Richard Tabanji
- 3,294 Vienna Howat
- 3,290 Bernadette De Guzman
- 3,249 Michael Scarborough
- 3,182 Sasha Oakes
- 3,174 Rachael Frankino
- 3,174 Julie Aprahamian
- 3,166 Muhammad Mansoor
- 3,161 Roberto Rosado
- 3,155 Riche Haye
- 3,150 Nella Lejeune
- 3,149 David Mayfield
- 3,138 Shahriar Mohammadi
- 3,137 Lori Hamel Johnson
- 3,129 Tyler Teague
- 3,109 Jessica Yates
- 3,098 Corina Omoware
- 3,098 Esteban Chamorro
- 3,082 Mason Duty

- \$ 3,081 Silas Merkel
- 3,077 Nathan Labranche
- 3,068 Stephanie DesForges
- 3,053 Gage Harrington
- 3,053 Ashley Kopchak
- 3,051 Patricia Santamarina
- 3,046 Raheem Nubani
- 3,042 Ernesto Delgadillo
- 3,040 Trace Johnson
- 3,038 Tina Nelson
- 3,036 Harbi Musleeh
- 3,033 Jonathan Conner
- 3,026 Jose Marin Quintero
- 3,011 Fabian Soriano
- 3,008 Stephanie Dunbar
- 3,007 Carlos De Sousa Cardozo
- 3,004 Donald Wolak
- 2,984 Constance Tuiteleapaga
- 2,980 Fatima Mashriqi
- 2,967 Ricky Balboa
- 2,956 Vitaliy Stoykevich
- 2,935 Courtney McDonald
- 2,923 Jennifer Anthes
- 2,896 Jozef Tinaj
- 2,887 Shane Havel
- 2,886 Nicholas Beyer
- 2,885 April Ross
- 2,873 Christian Salcedo
- 2,871 Elmar Aslami
- 2,871 Farnaz Fotovat Ahmadi
- 2,858 Rosa Colmenares Borrego
- 2,838 Anthony Greco
- 2,837 Christabel Ornelas
- 2,829 Harinderjit Sidhu
- 2,828 Kailey Rose
- 2,806 Sidney Capen
- 2,801 Gary Slocum
- 2,801 Jadwiga Martins
- 2,801 Kacey Morgan
- 2,796 Michael Panella
- 2,794 Austin Macias
- 2,778 Calvin Dickherber
- 2,776 Joshua Hosenbold
- 2,773 Rhonda Taylor
- 2,773 Andrew Brown
- 2,772 Lloyd Patterson

- \$ 2,762 Steven Counts
- 2,757 Kashala Guiden
- 2,755 Sione Maumau
- 2,746 Henry Jacobs
- 2,743 Samantha Maywood Mills
- 2,735 Ian Pickett
- 2,734 Meardey Kim
- 2,724 Joseph Ciliberti
- 2,719 Belinda Ward
- 2,707 Herivelto Pereira
- 2,698 Kevin Beaver
- 2,698 Natasha Carvalho-Miner
- 2,692 Jose Matos
- 2,686 Adam Kidikas
- 2,645 Michelle Scourtos
- 2,641 David Staffieri
- 2,636 Asante Jackson
- 2,635 Angel Gomez Marquez
- 2,625 Elijah Burdette
- 2,624 Ethan Sapp
- 2,620 Djenabou Diallo
- 2,618 Jonathan Corona
- 2,608 Tevin Overton
- 2,590 Lincoln Dziekonski
- 2,590 Victor Medina
- 2,576 Laura Chavez
- 2,565 Jonathan Ballard
- 2,544 Julia Loboda
- 2,542 Albert Huff
- 2,535 Donald Lewis
- 2,512 Harvey Quinn
- 2,508 Sarah Reay
- 2,505 Isabel Seoane Parra
- 2,484 Drew Johnson
- 2,460 Kathryn Fell
- 2,455 Olaniyan Eaglin
- 2,455 Isabel Seoane Parra
- 2,451 Christina Konstanzer
- 2,450 Lu Zhang
- 2,447 Eugene Kashkin
- 2,439 Michael McLaughlin
- 2,432 Bradley Blumenshine
- 2,430 Simon Reichert
- 2,429 Lisa Richardson
- 2,423 James M Hill
- 2,421 Hayden Kristophel
- 2,420 Amanda Harris
- 2,400 Kyle Jansen
- 2,391 Fabian Aniekwensi
- 2,389 Malcolm Howard
- 2,388 Adam Schaefer
- 2,387 Jeffrey Watson
- 2,380 Jared Robertson
- 2,379 Omaira Garces Ramonez
- 2,379 Michael Nichols
- 2,374 Christina Scanlon
- 2,373 Yuhung Yan
- 2,367 Jordan Hamrick
- 2,358 Kasali Kotun
- 2,352 Mitchell Mickovic
- 2,349 Oyinda Rodriguez
- 2,343 Joaquin Santos
- 2,338 Christina Salvatore
- 2,327 Ranjana Chopra
- 2,325 Kristina Tuttle
- 2,323 Daniel Rock
- 2,316 Craig Joseph
- 2,312 Roydon Riki

- \$ 2,303 Aaron Patt
- 2,299 Robert Burns
- 2,275 Laurekins Pardovani
- 2,268 Luke Leboeuf
- 2,267 Alexandra Berberich
- 2,265 Orlady Reyes
- 2,265 Marian Gerges
- 2,260 Steffanie Sainato
- 2,259 Danial Arif
- 2,247 Roxie Soto
- 2,240 Jomaal Mathews
- 2,239 Christina Solis
- 2,232 Joshua McTier
- 2,227 Asad Ahmed
- 2,226 Aldo Ramirez Marinelli
- 2,226 Marco Porras Tarazona
- 2,219 Desiree Dominguez
- 2,217 Dominic Triveline
- 2,212 Nathan Gay
- 2,210 Eugene Gardner
- 2,206 Kristopher Bour
- 2,198 Vania Noriega
- 2,198 Crystal Vairetta
- 2,197 Susan daCruz
- 2,195 Nicholas Smith
- 2,185 Nicholas Mather
- 2,178 Taylour Nathaniel
- 2,177 Nicole Cenknner
- 2,173 Bradley Christiansen
- 2,165 Gunnar Jorstad
- 2,162 Joanna Grossman
- 2,155 Sarha Pericevic
- 2,155 Jared Bader
- 2,154 Chad McLaughlin
- 2,152 Richard Barbour
- 2,145 Juan Olvera
- 2,141 Troy Plummer
- 2,139 Joanne Patten
- 2,135 Colby Fox
- 2,134 Brandon Mills
- 2,128 Katie Stahulak
- 2,128 Myles Coston
- 2,125 Joel Trask
- 2,120 Jin Chen
- 2,119 George Shafer
- 2,113 Andrea D Owens
- 2,108 Melissa Grieb
- 2,102 Karen Fleming
- 2,097 Yasmin Kapadia
- 2,094 Tyler Tasa
- 2,089 Ronald Rivera
- 2,083 Melissa Losk
- 2,078 Rochelle Mendoza
- 2,071 Rachael Glamp
- 2,069 Kettia Simon
- 2,069 Isabel Ruano
- 2,067 Mayerlin Ramirez Davila
- 2,065 Austin Ewing
- 2,063 Chayson Williams
- 2,058 Adrian Watson
- 2,056 Donald Hollen
- 2,055 Cory Moncol
- 2,054 Victor Ledesma
- 2,053 Dominick Nieves
- 2,052 Kristina Tuttle
- 2,044 Matthew Wilson
- 2,042 Austin Miller
- 2,040 Amir Iranidoosthaghighi

- \$ 2,039 Layne Szymanski
- 2,036 Samson Adelufosi
- 2,033 Jillian Arshadi
- 2,028 Alipate Makau
- 2,027 Kaiden Herald
- 2,014 Sean Taylor
- 2,010 Richard Millington
- 2,008 Milagros Paniccia
- 2,004 Dayana Perez Teran
- 2,004 Dmitry Pendro
- 2,003 Jennie Pierce
- 1,996 Estephanie Montecillo
- 1,993 Danica Rivera
- 1,985 Dorothy Ibe
- 1,984 Michael Williams
- 1,983 Darius Rowan
- 1,977 Danny Geva
- 1,977 Justin Maska
- 1,969 Amandeep Kaur Gill
- 1,968 Katherine Carter
- 1,964 Phillip Rigoli
- 1,961 Peter Poullakis
- 1,956 Hollie Wood
- 1,952 Yelitza Dominguez
- 1,946 Maria Galvez
- 1,933 Raven Fugate
- 1,932 Brian Herb
- 1,928 Ameenah Muhammad
- 1,925 Bradley Christiansen
- 1,921 Nikolai Zollinger
- 1,919 Rosa Teixeira
- 1,915 Alex Grushko
- 1,914 Sylvain Kalombo
- 1,910 Tristan Haynes
- 1,905 Richarda Joseph Garcia
- 1,903 Erin Bovee
- 1,901 Joanna Rowland
- 1,901 Raymond Lau
- 1,901 Cody Garza
- 1,896 Michael Maloney
- 1,891 Isiah Brown
- 1,890 Salvatrice Pitruzzella
- 1,884 D' Audray Gillard
- 1,875 Mohamad Awdi
- 1,874 Lamita Dahdah
- 1,874 Yvette Mompoin
- 1,874 Lawrence Hadley
- 1,869 Jusem Hajali
- 1,868 Spencer Stoyer
- 1,867 Tina Janti
- 1,867 Brady Basinger
- 1,858 Brittmarie Yarian
- 1,854 Blake McClain
- 1,847 Ryan Bevan
- 1,844 Steven Elliott
- 1,842 Sabrina Levi
- 1,836 Mayerlin Ramirez Davila
- 1,833 Nadira Singh-Moon
- 1,833 Alan Sedaghat
- 1,830 Asiguy Haugabook
- 1,816 Ewerin Suarez
- 1,814 Carlos Marin
- 1,810 Devon Hinsperger
- 1,808 Morvardi Tadayan
- 1,805 Angelique Griffith
- 1,805 Al-Shakise Anderson
- 1,801 George Ray
- 1,801 Oludoyin Omolaja

- \$ 1,799 Lleison Martinez
- 1,796 Chloe Snow
- 1,795 Madelyn Sanders
- 1,786 Jenny Anderson
- 1,786 Shayla Harris
- 1,780 Eric Morris
- 1,778 Colin Kowet
- 1,773 Victoria Perea
- 1,771 Cheryl Mendoza
- 1,770 Shayla Williamson
- 1,770 Mark Diskin
- 1,769 Cody Dubroy
- 1,767 Magaly Una
- 1,766 Douglas Clarke
- 1,764 Dawn Rouanzoin
- 1,762 Jorge Alvarez
- 1,758 Tanjela Finch
- 1,756 Autumn Hoeffler
- 1,750 Trace Cary
- 1,748 Nareesa Heather
- 1,739 Eric LaBosiere
- 1,738 Joseph Kanaan
- 1,738 Skay Nusenu
- 1,735 Mavrick Fredericks
- 1,732 Luisa Ramirez Castro
- 1,731 Nathan Vargo
- 1,730 Christopher Bungay
- 1,725 Kyle Baggett
- 1,722 Kathleen Hairston
- 1,719 Alvin Ali
- 1,713 Babajide Obashoto
- 1,712 Stephanie Novel
- 1,712 Tanner West
- 1,711 Jennifer Lucero
- 1,710 Russell Lytle
- 1,707 Paola Marin
- 1,706 Khadijah Muhammad
- 1,702 John Wasserman
- 1,702 Holly Bonhorst
- 1,701 Crystal Dugger
- 1,696 Jon Linker
- 1,689 Timothy Cruise
- 1,684 Dorota Rusew
- 1,684 Jessica Occhipinti
- 1,683 Jillian Heaney
- 1,683 Nehomarlis Gonzalez
- 1,681 David Melendrez
- 1,680 Monica Lee
- 1,676 Carson Yakish
- 1,675 Michael Ribovich
- 1,668 Jordan Siudy
- 1,668 Joshua Hammond
- 1,666 Blake McCreath
- 1,663 Normaned Arocho Pendas
- 1,658 Shayden Rasheed
- 1,658 Edon Nevzadi
- 1,657 Dianka Blash
- 1,657 Kamyar Soleymani
- 1,656 Dalton Beam
- 1,654 Leyda Ayala Zeno
- 1,651 Ashley Mysza
- 1,649 Jason Goines
- 1,647 Austen Oakes
- 1,639 Brandon Freeman
- 1,635 Sandra Ferreira
- 1,635 Kara Roenspies
- 1,634 Melinda Skinner
- 1,633 Justin Pirk

- \$ 1,626 Stephen Davis
- 1,620 Maria Lugo Rincon
- 1,620 Jazmin Lester
- 1,616 John Schaeffer
- 1,615 Betania Maury Cermeno
- 1,614 Joseph Hedborn
- 1,612 Alaska Jimenez
- 1,612 Sabrina Sloan
- 1,612 Genesis Medina Mendoza
- 1,611 Colette Balzano
- 1,610 Gregory S Miller
- 1,609 Karli McCleery
- 1,607 Kevin Valentín Ross
- 1,607 Brittany Rhodes
- 1,603 Nathalyn Sanchez
- 1,596 Hunter Wood
- 1,595 Annmarie Hosier
- 1,594 Jessica Kay
- 1,593 Sam Huber
- 1,592 Timothy Rose
- 1,590 Derek Koppari
- 1,590 Matthew Christy
- 1,588 Gerardo Gonzalez
- 1,587 Peter Kaplanis
- 1,587 Nicholas Zientek
- 1,583 Shelby Hill
- 1,582 Taliah Allen
- 1,578 Teresa Rasmussen
- 1,575 Jose Padrino
- 1,569 Keith Moran
- 1,569 Nathan Hunt
- 1,566 Justine Meyers
- 1,565 Dana Martin Gonzalez
- 1,563 Garron Moffett
- 1,561 Akil Elzein
- 1,560 Suely Bodart
- 1,560 Eyad Awdi
- 1,559 Juliya Ostapyuk
- 1,559 Ruben Terrero
- 1,559 Cesar Romero Vasquez
- 1,553 Sean Rawlings
- 1,553 Kaleb Otems
- 1,552 Hecy Rivas
- 1,549 Richard Carter
- 1,545 Ian Wattkins
- 1,544 VaShawn Nelson
- 1,538 William Heilman
- 1,536 Rocio Urquilla
- 1,536 Vilaine Varisse
- 1,532 Nicole Bolognesi
- 1,532 Tony Geer
- 1,529 Travis Carpenter
- 1,521 Christy Anderson
- 1,516 Paige Zuzick
- 1,513 Lindsey Gilbert
- 1,511 Victor Jadoo
- 1,508 Genevieve Clements
- 1,505 Gregory Caldwell
- 1,504 Breann Hoenig
- 1,504 Aaron Chen
- 1,497 LaToya Clark
- 1,495 Nicole Guinho
- 1,495 Christopher Applegate
- 1,494 Rea Lynch
- 1,493 Alexander Gomez

WORLD'S GREATEST BONUS — CONTINUED

\$ 1,493 Matthew Sturgis	\$ 1,390 Tysen Banks	\$ 1,305 Rory Carter	\$ 1,244 Mary Taylor	\$ 1,178 Michael Lewo	\$ 1,114 Wilbert Woods	\$ 1,064 Dalton Cassavoy	\$ 1,042 Candace Boudreau	\$ 1,032 Louis Domenick	\$ 1,022 Bryan Doze
1,492 Minh Phung	1,387 Gregory Norman	1,305 Victor Rivera	1,244 Joseph Pizzoferrato	1,177 Noah Eberhart	1,111 Prince Ray	1,063 Bianca Love	1,042 Kyle Cardenas	1,032 Anthony Spataro	1,021 Isaiah Hernandez
1,491 James Miller	1,386 Amenaghawon Ayanru	1,305 Victoria Kabluen	1,242 Sean Hansen	1,175 Connor Fox	1,111 Anacleto Arevalo	1,063 Jered Childers	1,040 Maria Alvarado Albarran	1,031 Eduarda Chagas	1,019 Sammy Jacques
1,491 Christina Ande	1,384 Joseph Sarasin	1,304 Cassandra Nepean	1,239 Donald Gerstner	1,174 Shiva Latify	1,111 Anuar Munoz Limia	1,061 Monica Requena Lotartaro	1,040 Abraham Al-Arnasi	1,028 Tyler Ortiz	1,019 Cuong Le
1,485 Cindy Ramirez	1,383 Shundra Hampton	1,304 Anthony Yard	1,236 Hector Cruz	1,174 Dustin Dunbar	1,111 Carolyn Harris	1,058 Matthew Jans	1,040 Scott Leathers	1,028 James Mathews	1,017 Julie Schwab
1,485 Ikram Al-Shobaki	1,382 Alex Smith	1,302 Devin Finley	1,234 Lynn Svoboda	1,172 Christopher Marzan	1,110 Nadine Ramnauth	1,058 Rismary Colina Lopez	1,039 Priscila Gonzalez	1,027 Christian Margarum	1,015 Kevin Kinley
1,484 Joseph Massucci	1,380 Brad Toyama	1,298 Jordan Brown	1,231 Roy Hale	1,171 Brian Melvin	1,109 Olga Tsymbal	1,054 Joe Bevacqua	1,039 Michael Conner	1,027 Taylor McClendon	1,013 Patrycja Juszczyk
1,483 Andrew Severson	1,379 Sandra Dumas	1,298 Anna Senra	1,228 Raimee Litke	1,171 Tyler Dubois	1,109 Hakan Ozalpasan	1,054 Lizbeth Cardenas	1,039 Brooklyn Herod	1,027 Thomas Mullally	1,013 Sally Wilson
1,483 Thomas King	1,376 Waundlyan Pete	1,297 Sabrina Agostini	1,227 Daniel Reyes	1,169 Taj Tumber	1,109 Marcia McDuffie	1,053 Danielle Wright	1,038 Pablo Solis	1,026 Nicole Wright	1,013 Matthew Adams
1,479 Olivia Pitre	1,376 Daniel Prinzo	1,296 Leyna Tran	1,224 Stephenie Smith	1,169 Evelyn Howell	1,108 Twila Newton	1,052 Leigh Parsons	1,038 Keeland Bryant	1,026 Ashley O'Donal	1,003 Eddie Shorter
1,475 Henry Schwochow	1,375 Dylan Stickle	1,295 Kendrick Greene	1,223 Esmeralda De La Rosa	1,168 Nauleni Tuionetoa	1,108 Connor Meakins	1,051 Melissa Argomaniz	1,036 Diana Ransom	1,026 Ragga Thordarson	1,002 Antonio Murphy
1,473 Jenny Curiel	1,374 David Bilotti	1,295 Michael Joseph	1,221 David Ferriolo	1,167 Jennifer Jantzen	1,108 Kenia Cabral Mestre	1,051 Susan Scott	1,034 Nathan Brace	1,024 Luis Alvarez	1,000 Amber Wade
1,471 Zakaria Elgahmi	1,374 Nathaniel Magda	1,292 Marlene Barrett	1,220 Marvin Fernandez	1,167 Jimmie Parsons	1,105 Kwabena Antwi	1,050 Melania Vargas	1,033 Todd Colson	1,024 Laura Kologenski	
1,470 Bailey Zeigler	1,372 Anthony Williams	1,292 Zachary Williams	1,220 Christopher Gilbert	1,163 Desmond Martin	1,103 Connor O'Donnell	1,050 Nicholas D Smith	1,032 Hunter Bischoff		
1,470 DeAnthony Hartman	1,372 Lori Gilchrist	1,289 Mitchell McLaughlin	1,219 Coleton Collins	1,162 Eric Butt	1,102 Christopher Rives	1,049 Ashley West	1,032 Nicholas Montiel		
1,468 Tiffany King	1,371 Ahmed Elagrab	1,285 Bryan Stoddard	1,218 Matthew Ward	1,160 Mahmoud Oditallah	1,099 Chelsea Tlumac	1,047 Jessica Winekoff	1,032 Dustin Holtz		
1,468 Oscar Gastelum	1,371 Isaiah Banks	1,283 Francesco Romano	1,218 Jennifer Perea	1,160 Stephanie Arnold	1,098 Joshua Elkins	1,046 Andru Boring			
1,462 Jacob Rosinsky	1,370 Collin Robinson	1,281 Endri Shkambi	1,215 Endri Shkambi	1,157 Wilfredo Perez	1,098 Sean Blaney	1,046 Alexander Kane			
1,460 Samuel Benton	1,367 Kelly Ekker	1,279 Kimani Smith	1,214 Adam Youssef	1,156 Patrick Locke	1,098 Jeffery May	1,044 Tyler Turner			
1,460 Sarek Osborne	1,360 Derek Burnett	1,277 Binyam Abune	1,214 Kelly Yingling	1,151 Amy Hahn	1,097 Wade Campbell	1,044 Hollie Malo			
1,460 Ronke Olusegun	1,357 Jolynn Audas	1,271 Lynn Jenkins	1,211 Dantevius Dupree	1,151 Karissa Langill	1,096 Edina Angarita				
1,459 David Dubay	1,354 Andres Cano	1,267 Emily Rogers	1,211 Melissa Nguyen	1,150 Tara Cottongim	1,096 Justin Thompson				
1,457 Deanna Olson	1,353 Giancarlo Coppola	1,266 Latasha Young	1,208 Chantia Williams	1,144 Andrew Chambers	1,095 Shalom Gildin				
1,453 Dylan Sharp	1,353 Charles Watson	1,265 Patrick Sullivan	1,208 Zeenat Sanni-Balogun	1,144 Teresa Carver	1,095 Jenny Alvarez				
1,449 Caroline Mora	1,344 Orett Nelson	1,265 Guy Graves	1,207 Jayme Valle	1,142 Sayed Hashimi	1,094 Eric Stadler				
1,445 Alexander Nachman	1,343 Phillip Williams	1,264 Phillip Williams	1,207 Cash Sampson	1,141 Ryan Cummings	1,093 Salaur Khorrami				
1,445 Moniqua Pruitt	1,340 Lady Avila	1,262 Chris Densham	1,206 Jarrell Jackson	1,138 Sukhjinder Kaur	1,092 Sharissa Andreas				
1,444 Tammie Sullivan	1,340 Terrance McCaw	1,262 Cassidy Griffin	1,205 William Benline	1,137 Rahman Mashriqi	1,090 Javier Nelson				
1,441 Felipe Machado-Santanna	1,339 Leonardo Perez	1,262 Justin Sherman	1,204 Jose Bravo	1,137 Daniel Arnold	1,090 Dalton Moore				
1,439 Colin Ghee	1,337 Lisarenee Hahnlen	1,261 Lambert McElrath	1,202 Christopher Gay	1,137 Rubi Bahena	1,089 James Butler				
1,436 Tomarus Burks	1,335 Rangji Witika	1,260 Spencer Kozej	1,201 Blake Moody	1,135 Carl Weydeman	1,088 Shannon Stroud				
1,435 Edwin Perez	1,328 Preeti Sahgal	1,259 Jesse Weaver	1,199 Jaden Londagin	1,134 Angela Rodriguez	1,088 Rafael Melendez				
1,431 Fabian Wilson	1,326 Demarcus Oliver	1,258 Cleopatra Sola	1,198 Daniel Hanson	1,133 Hayden Sheppard	1,085 Shelby Poston				
1,429 Fabiana Diaz	1,325 Michelle Lopez	1,258 Shaunte Smith	1,198 Jadell Henderson	1,132 Daniel Arzate Roa	1,084 Sanders Johnson				
1,428 Kortney Krystik	1,322 Shalaina Gordon	1,256 Felipe Rojas	1,195 Rochelle Magpantay	1,132 Christopher Dark	1,083 Jose Moreno				
1,427 Michael Carter	1,319 Dawid Liniewski	1,255 Kingsley Ibeh	1,194 Carly Ferraro	1,129 Jonathan Villa	1,082 Natalie Soboleva				
1,425 Wimbirt Villalobos	1,318 Thomas Agee	1,255 Michael Steele	1,194 Monica De Nobrega	1,128 Lance Westlake	1,082 Sarah Giberson				
1,415 Yaury Victoria	1,317 Amalia Rodriguez De Nava	1,254 Marion Polk	1,194 Aubrie Ray	1,128 Christina George	1,080 Menachem Roberts				
1,411 Chelsey Baptiste	1,316 De'Carleon Townsend	1,253 Thomas Pifke	1,193 Alexander Gross	1,128 Laurence Moore	1,079 Thomas Hager				
1,404 Rodney A Taylor	1,315 Sherrie King	1,251 Jaden Goldney	1,192 Fazila Arshad	1,126 Riley Donovan	1,078 Sean Gillespie				
1,403 Robert Woods	1,315 William Shaw	1,250 Nicholas Parmeter	1,192 Sean Hylton	1,123 Brianna Garza	1,078 Mia Mitchell				
1,398 Bradley Harrell	1,314 Traci Biondi	1,250 Nicholas Trovato	1,191 Rolando Robledo	1,122 Traci Alderman	1,077 David Force				
1,398 Scott Florin	1,309 Anaka Moss	1,248 Shantoya Henry	1,189 Jose Anderson	1,121 Dustin Braquet	1,075 Alex Piszczek				
1,395 Akram Mirahmadi	1,309 Johnathon King	1,248 Carlo Trinidad	1,185 Kelly Betancourt	1,121 Diane Williams-Lewis	1,074 Jason Kuepfer				
Shalamzari	1,308 Joseph Sixta	1,248 Tevin Williams	1,184 Ryan Hritz	1,119 Erica Bethea	1,071 Patrina Thomas				
1,395 Alejandro Jardon	1,307 Yatianna Tirado	1,245 Hannah Hodge	1,182 Steven Roberts	1,115 Carolyn Lee	1,071 Tanya Diaz				
1,392 Amy Hull	1,307 Marc Futterweit	1,244 Kari Hugel	1,181 Jonathan Patrick	1,115 Coi Matthews	1,067 Colleen Senecal				
1,392 Ifeanyi Ufonde	1,306 Michael Frabotta	1,244 James Bosworth	1,179 Malik Blair	1,114 April Taylor					



LEADERSHIP BONUS

1



ENO IFTIU
\$104,334
AO

2



ARIF HAJRO
\$43,557
AO

3



MORIAH CHANDLER
\$40,160
Henderson-Locker

4



ANDI IFTIU
\$35,105
AO

5



MARK DUSHAJ
\$28,929
AO

JUNE BONUS LEADERS

PAYOUT: \$2,235,167

QUALIFIERS: 777

\$ 104,334	Eno Iftiu	\$ 9,438	Kevin Musai	\$ 6,250	Michael Botond	\$ 4,551	Monica Montgomery	\$ 3,496	Daniel Perkins	\$ 2,851	Melinda-Rae Lyse
43,557	Arif Hajro	9,305	George Shafiek	6,220	Paul Samra	4,545	Jessica Specht	3,489	Francesca Veltri	2,832	Marvelie Sanchez
40,160	Moriah Chandler	9,088	William Thomas	6,122	John Catalano	4,539	Jihad Ottallah	3,489	Fouad Gerges	2,830	Levar Morgan
35,105	Andi Iftiu	8,915	Staci Brown	6,064	Chris McFoy	4,537	Jean Romero Capote	3,466	Damon Stroup	2,797	Bryce Engstrom
28,929	Mark Dushaj	8,895	Phillip Rigoli	6,051	Jonathan Collins	4,517	Matthew Diulus	3,450	Jesse Fullmer	2,786	Daniel Pacheco
26,624	Morgan Tranquist	8,742	Jonathan Phillips	6,022	Danny Sourì	4,482	Alexandra Berberich	3,435	Austin Macias	2,764	Heriberto Chavez
24,000	Daniel Li	8,589	Scott Wheeler	6,000	Maria Martinez	4,448	Mario Borino	3,398	Danny Juskiw	2,759	Aaron Patt
21,292	Joshua Olin	8,543	Christina Salvatore	5,961	Michael Giachetti	4,330	Toni-Ann Allen	3,377	Andres Cano	2,746	Cory Moncol
20,906	Joseph Crivelli	8,096	Dairon Arbona Fonseca	5,940	Jake Gelb	4,327	Christopher Larsen	3,364	Michael Cirelli	2,745	Axel Carrasquel
20,688	Matthew Conrad	8,067	Ildemaro Ruiz	5,917	Derek Johnson	4,245	Kamal Tayyib	3,363	Zachery McHattie	2,730	Johnny Fuller
19,999	Darrell Asbell	7,962	Jhanna Valerio Vivas	5,709	Jeffery Thiel	4,237	Jonathan Conner	3,346	Jonathan Conner	2,724	Magda Figueiredo
19,985	Dustin Dunbar	7,961	Beau Minnick	5,705	Adrienne Bragas	4,232	Massoud Vaziri	3,305	Luciano Valero Vidal	2,722	John Torres
19,554	Sean Taylor	7,958	Derek Foore	5,692	Minh Phung	4,211	Nixandra Caraballo	3,294	Timothy Wilson	2,711	Alexander Gross
19,533	Alon Barnur	7,958	Bobby Gujral	5,656	Brandon Summerton	4,208	Duane Shaw	3,240	Seth Frisby-Jack	2,706	Matthew Ward
19,486	Bobby Gujral	7,945	Spencer Koziej	5,501	Bledar Bane	4,143	Jenny Kim	3,233	Diego Vargas	2,697	Michael Gerstein
18,856	Jonathan Rindt	7,855	Jessica Chang	5,427	Abigail Luna Rodriguez	4,125	Fatima Ward	3,230	Ransay Vazquez	2,693	Conor Markins
18,371	Daniel Prinzo	7,804	Panaris Bregu	5,234	Havis Alvarado	4,111	Jonathan Giaco	3,205	Paige Zuzick	2,692	Dianka Blash
17,859	Zach Otto	7,759	Phi Phan	5,174	Sean Gillespie	4,107	Ian Zollos	3,194	Alberto Alcalá	2,673	Nathaniel Magda
17,481	Mark Neilson	7,680	Matthew Turnquist	5,170	Matthew Turnquist	4,088	Gunmar Jorstad	3,186	Geoffery Osili	2,673	Ronald Davis
17,101	James Fangmann	7,582	Alec Seibold	5,160	Ashley Rust	4,086	Gregory Rudolph	3,173	Mark Bernsdorff	2,644	Doron Freud
17,031	Noris Dominguez Ramirez	7,562	Ryan Shazier	5,129	Jean M Joseph	4,064	David Carpenter	3,168	Jillian Getz	2,636	Jimmy Quiffille
16,352	Kevin Gillum	7,460	London Burnett	5,128	Zackarea Hakim	4,033	Kurt James MacMillan	3,143	Colin Ghee	2,632	Tennison Mather
16,243	Romal Omid	7,457	Jacqueline Kabluyen	5,121	Kingsley Hansen	3,102	Kelly Schoenherr	3,102	David	2,606	Jordan Stelzer
15,854	Chris La Fond	7,417	Andrew Hynan	5,071	Tyler Church	4,027	Tina Skalkos	3,090	Julian Navalta	2,606	Edward Leon
14,353	Bruce Viaje	7,413	Taleb Jammoul Hajali	5,053	Connor O'Donnell	4,014	Peter Kwiatkowski	3,049	Katharine Thorne	2,602	William Parmeter
14,218	Matthew Sutton	7,295	Marisa Willgruber	5,019	Steven King	3,922	Kevin Appasamy	3,034	AshLynn Orng	2,594	Adem Abdula
14,133	Tyler Boulden	7,163	Viktorious Dugan	5,019	Joshua Notte	3,909	Erica Robertson	3,008	Slavita Hut	2,594	Augusto Arango
13,663	Caren Deanda	7,080	Matthew Abdo	4,983	Alipate Makaui	3,847	Noe Perez	3,008	Cristina Fox	2,573	Molly Remhof
13,607	Carrington Hanna	7,065	Marvin Gonzalez	4,939	Sean Shephard	3,833	John Collins	3,002	Mary Teah	2,559	Travis Vaughn
13,307	Nicholas Chuma	7,027	Tomarus Burks	4,925	Aaron Piotrowski	3,824	Braydon Cameron	2,989	Erin Allen	2,556	Nick Scordos
12,804	Brandon Minor	7,022	Jacob Krakora	4,895	Nairobi Contreras	3,823	Anthony Salerno	2,987	Erica Robertson	2,546	Casey Combs
12,591	Hector Luque	7,002	Matthew Abdo	4,882	Cara DeFiore	3,809	Francis Ingulli	2,983	Kevin Robertson	2,539	Justin Diaz
12,311	Reynolds Akuaoma	7,002	Jacob Krakora	4,854	Patrick Knouse	3,799	Evan Stewart	2,979	Jake Yagjian	2,516	Chilynn Acevedo
12,292	Jesse Doherty	6,965	Sara Vaz	4,815	Bruce Alford	3,766	Tyler McKnight	2,978	Eddie Gonzales	2,516	Ireland Sirni
12,078	Clayton Slaughter	6,709	Jennifer Ragan	4,736	Joshua Jackson	3,747	Cynthia Sittig	2,975	Augusto Arango	2,459	Adam Wheeler
11,933	Veronica Coval	6,602	Anthony	4,671	Sarah Saleim	3,735	Tyler Teague	2,971	Michael Maloney	2,453	Laurence Moore
11,376	Bobby Hamilton	6,574	Daniel Zotter	4,662	Michael McKiernan	3,705	Devin Moore	2,964	Tecole Smith	2,439	Jessie Holland
11,346	Ryan Slone	6,541	Melissa Sidoti	4,650	Ervin Metaj	3,699	Joseph Tomanovich	2,949	Nabil Atallah	2,416	Pa Alieu Kasseh
10,955	Bobby Park	6,514	Zakiya Jones	4,638	Thor Leighton	3,678	Claude Hamilton	2,926	James Sodan	2,404	Timothy Welsh
10,528	Ryan Stenglein	6,499	Tami Chaimov	4,622	Brandon Hughes	3,668	Joseph Tomanovich	2,921	Kelly Ekker	2,394	Brent Henderson
10,412	Jozef Tinaj	6,419	Steven Warner	4,618	Sergio Carta	3,667	Elvis Cartaya	2,918	Jason Bratin	2,375	Aldo Ramirez
9,869	Arturo Romero	6,317	Razan Zarba	4,615	Astrid Castrillon	3,642	Jeffery May	2,910	Chalisa Holmes	2,340	Gary Slocum
9,714	Katie Stahulak	6,308	Jeffrey Espinal	4,585	Dmitry Pedro	3,619	Mark Lahijani	2,909	Antonino Taormina	2,335	Luis Velasquez
9,567	Alan Sedaghat	6,282	Tucker Gregor	4,582	Matthew Kerfoot	3,572	Jessica Kay	2,908	Katelyn Ucar	2,300	Darez Meriwether
9,454	Iv Menache	6,270	Ryan Wilson	4,576	Omar Al Choufi Cumarin	3,547	Lisa Lawrence	2,897	Brent Bowling	2,283	Darrin Roberts

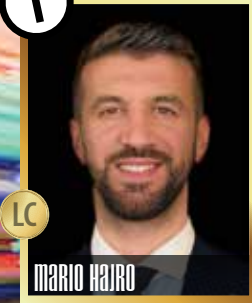
\$ 2,276	Charles Gangloff	\$ 1,749	Mickey Adkins	\$ 1,399	David Rigney	\$ 1,071	Jason Ashline
2,266	Jesus Parra	1,732	Tichina Haughton	1,399	Robin Gonzalez	1,070	Joanna Shpikowski
2,249	Diego Alvarez	1,726	Richard Sidoti	1,381	John Gerges	1,070	Sunday Conine
2,245	Travis Picklesimer	1,726	Rebecca Patterson	1,378	Justin Adams	1,068	Jenna Gula
2,213	Alexandria Greer	1,725	Anthony Solano	1,376	Daryuzka Rodriguez	1,068	Justin Rydzial
2,211	Trace Johnson	1,692	Danisabel Rodriguez	1,359	Kathleen Mezik	1,042	Michael Nichols
2,200	Shane Valentine	1,688	Venus Grier	1,356	Ashley Johnston	1,037	Seth-Thomas Ordeneaux
2,199	Cole Hatfield	1,686	Matthew Bogle	1,352	Carolyn George	1,034	Breyon Williams
2,182	Sabrina Agostini	1,680	Jeremiah Russin	1,349	Brenna Behan	1,030	Shawn Lewicki
2,172	Eric Peyton	1,677	Leticia Irving	1,349	Jacob Krieger	1,028	Kendrick Greene
2,137	Kimberley Ellis	1,676	Joshua Yurinko	1,339	Jamie Beuschel	1,023	Kyle VanBibber
2,109	Aliya Johansen	1,674	Daniela Rangel	1,331	Ryan Martin	1,021	Austen Oakes
2,094	Paul Torman	1,674	Maria Elisa Moros Ojeda	1,331	Yelineth Godoy Latuff	1,020	Allan Allas
2,055	Eric Snyder	1,626	Matthew McDowell	1,317	Pretoria Samuel	1,001	Jennifer Spalding
2,032	Priscilla Blanco	1,624	Susana Vargas	1,312	Bradley Christiansen	999	Beau Cullen
2,020	James C Romero	1,621	Noah Vongunden	1,304	Shanita Friedlander	994	Dillon Zartman
2,018	Richard Whyte	1,608	Lalitha Janardhanan	1,295	Victoria Lindner	992	Nelson Desmond
2,012	Steffanie Sainato	1,605	Jonathan Ballard	1,284	Derek Sutherland	985	Steven Sparkes
2,000	Duni Olusegun	1,604	Binyam Abune	1,283	Nicki Griffiths	977	Ashley Kopchak
1,979	Selale Booher	1,603	Carlo Buhay	1,268	Kaitlyn Brandt	961	Taylor Reiter
1,975	Aaron Friedlander	1,592	Kadiatou Fofana	1,263	Henry Jacobs	955	Tanner West
1,971	Britton Costa	1,590	Randy Tucker	1,261	Ryan Hall	950	Steve Hartman
1,962	Nakita Fortin	1,589	Adianeza Rodriguez	1,249	Hasan Ghazal	947	Sean Blaney
1,962	Ashkan	1,582	Tarek Elabasy	1,231	LaQuanda Calhoun	935	Omar Billy
1,956	Jadelene Welty	1,566	Jonathan Ojendi	1,223	Tommyca Gibson	931	Marvin Fernandez
1,942	Nicklaus Boker	1,554	Kade Beck	1,222	Andy Batten	927	Reginald Flugence
1,931	Alexandra Longo	1,549	Jasmine Snell	1,213	Andre Bent	920	Awa Babou
1,910	Alexis Pineiro	1,548	Kwabena Antwi	1,196	Tiffany Bertao	919	Patrick Keohane
1,910	Sabrina Levi	1,540	Matthew Melhorn	1,194	Bruno Nuro	917	Begona Patino-Lopez
1,903	Victoria Lewis	1,537	Zachery Kertulis	1,180	Jonathan Jones	908	Morella Parejo
1,888	Michael Burningham	1,534	Rosa Teixeira	1,177	Lindsey Stakset	897	Conner White
1,873	Sky Plunkett	1,528	Akram Mirahmadi Shalamzari	1,172	Johnny Ly	894	Dustin Hess
1,872	Thomas J Vena	1,514	Kevin Valentin Ross	1,164	Elle Sing	886	Lubrasca Iguaro
1,866	Jovanie Scarlett	1,507	Alexandra Key	1,163	Damen Hartwick	875	Joseph Rotolo
1,854	Vincent Massari	1,500	Daniel Arzate Roa	1,162	Kaia Pirazzini	873	Melinda Skinner
1,851	Joel Nunez	1,474	Mark Auvil	1,160	Montana McDonald	870	Daniel Orr
1,850	Ryan Witham	1,450	Peer Shmelzer	1,156	Sirdaniel Turner	869	Devon Chapman
1,849	Matthew Hunsberger	1,433	Kerry Zorns	1,154	Aaron Parks	867	Melissa Nguyen
1,847	Taylor Ahlgrim	1,427	Arimar Ramirez Pernia	1,151	Willie Cummings	863	Jenny Anderson
1,834	Joseph Hogue	1,425	Quashade Copney	1,136	Carlos Colina	862	Ariana Jones
1,821	Donald DeVoise	1,423	Aubrie Ray	1,156	Christopher Mazzarelli	859	Denise Kyrkos
1,800	Brian Jerome	1,420	Joshua McTier	1,154	Aaron Chen	858	Scott Urbanowicz
1,796	Nicole Herrin	1,417	Christina Shanno Baldwin	1,101	Aaron Chen	855	Jordan Jones
1,763	Samantha Garcia	1,414	Adrain Alfred	1,080	Christopher Mazzarelli	853	Mariah Luquin Botello
1,762	Miguel Diego Esquivel	1,408	Asante Jackson	1,079	Michael Geyer	852	Kelechi Anele
1,756	Jeanine Barlettano	1,408	Shawn Feistamel	1,078	Jinelly Urena	847	Shiv Patel
1,751	Kurt Evans	1,408	Shawn Feistamel	1,075	Ryan Queyrouze	843	Mark Lomonaco

\$ 832	Avion Johnson	\$ 624	Courtney Somsan
828	Katy Rivera	613	Maria Montoya
826	Leanne Erney	612	Yael Enriquez
822	Albert Huff	612	Mitchell McLaughlin
820	Wendy Peragondej	608	Krystal Walters
818	John Tong	607	Amanda Urdaneta
810	Ruben Terrero	606	Ryan Hritz
795	Tevin Overton	604	Kara Roenspies
788	Joshua Goodman	603	Sean Smith
788	Christopher Bentley	601	Daniel Walton
780	Peter Padro	588	Chase Snider
779	Tabitha McDermid	584	Vivian Trinh
775	Isaac Foster	566	Ana Meza
771	John Vacca	558	Crystal Dugger
770	Jessica Rosenberg	552	Matthew Hudlin
770	Hugo Flores	551	Jesse Barker
767	Rea Lynch	544	Andrew Chambers
759	Tyler Worstell	541	Nicole Preston
749	Jeffrey Hall	540	Christopher Burkholder
749	Edon Nevzadi	539	Alex Jankowski
748	Tyler Cox	533	Demarcus Oliver
742	Sokol Fazliu	532	Derrick Mason
736	Marshall Fernandez	529	Evelyn Leon-Perez
735	Justin Maska	527	Michele Stewart
727	James M Hill	525	Wilbert Woods
722	Kristi Mills	525	Meaghan Montoya
710	Morgan Lobello	524	Robert Burns
710	Nicole Wright	524	William Bertram
706	Jesse Weaver	523	Patrick Donovan

48

RGA LEADERSHIP BONUS

1



MARIO HAJRO
\$186,529
AO

2



JOSHUA OLIN
\$46,429
AO

3



MARK NEILSON
\$43,980
AO

JUNE BONUS LEADERS

PAYOUT: **\$1,438,802**

QUALIFIERS: **202**

\$186,529 Mario Hajro	\$11,933 Ryan Hall	\$5,917 Stella Roznovan	\$3,173 Gregory Rudolph
46,429 Joshua Olin	11,610 Taulant Bane	5,721 Gabriela Sime	3,168 Arif Hajro
43,980 Mark Neilson	11,443 Kimberly Hamilton	5,709 Ashley Wenning	3,143 Aaron Parks
40,160 Joe Lewo	11,388 Joseph Tomanovich	5,427 Richard Whyte	3,058 Bryan Juskiw
38,867 Cody Gardner	11,376 Britton Costa	5,247 Scott Wheeler	3,049 Samuel Artzis
32,359 Ryan Stenglein	10,628 David Carpenter	5,128 Jessica Chang	3,028 Doron Freud
30,914 Andrew Bishop	9,197 Kelly Ekker	5,107 Bobby Hamilton	3,002 Magda Figueiredo
30,877 Jenny Kim	9,088 Matthew Conrad	4,983 Paul Kelly	2,978 Raul Rojas
26,624 Daniel G Johnson	8,924 Daryl Graham	4,882 Peter Kwiatkowski	2,964 Adrain Alfred
26,315 Bobby Gujral	8,344 John Vacca	4,822 Andrew Chambers	2,959 Sara Vaz
22,802 Justin Sutton	8,120 Andy Batten	4,770 Gary Slocum	2,957 David Bilotti
22,380 Brody Maughan-Evanson	8,096 Anizabeth Parra Gonzalez	4,673 Ryan Wilson	2,910 Elijah Brown
22,289 Chase Miller	8,041 Matthew Diulus	4,622 Kingsley Ibeh	2,764 Paul Samra
20,526 Adam Kidikas	7,962 Sergio Carta	4,615 Adianeza Rodriguez	2,693 Jeffrey A Smith
19,972 Melinda-Rae Lyse	7,945 Mark Bernsdorff	4,551 Darrin Roberts	2,668 Taurean Flournoy
19,960 James Sodan	7,836 John Santosuosso	4,545 Giovanni Diduro	2,667 Ed-Maggie Myrthil
18,795 James Marks	7,582 Tyler Boulden	4,517 Michael Clemente	2,636 Darrell Asbell
18,371 Brent Bowling	7,562 Joseph Crivelli	4,442 Ronald Rivera	2,606 Mark Dushaj
17,228 Mike Paragiou	7,486 Meaghan Krecsko	4,442 David Wang	2,592 Jesse Rennich
17,031 Nafic Djendji Abdel Khalek	7,301 Joseph Rotolo	4,327 William Parmeter	2,573 Nicole Preston
16,243 David Quevillon	7,104 Christopher Hintz	4,312 Bobby Park	2,546 Daniel Zotter
15,738 Zach Otto	7,080 Michael Cirelli	4,245 Jeremiah Russin	2,539 Jeffrey Espinal
14,760 Reynolds Akuamo	7,022 Brian Jerome	4,232 Bruce Viaje	2,532 Steve Svendsen
14,446 Brandon Summerton	7,007 Zachery Kertulis	4,166 Johnny Ly	2,513 Raymond Risucci
14,360 Mark Lahijani	6,522 Matthew Turnquist	4,125 Matthew Ward	2,504 Patrick Knouse
14,158 Steven King	6,423 Michael Gerstein	4,033 Hasan Ghazal	2,416 Carlo Buhay
13,663 Stuart Pagan	6,420 Anthony Mazurkewicz	3,732 Jake Yagjian	2,276 Nakita Fortin
13,484 Eric Thompson	6,338 Victoria Lewis	3,653 Alexis Pineiro	2,245 Tony Geer
13,213 Samantha Ralston	6,250 Alex Kae	3,491 Joshua Goodman	2,211 Justin Hermann
12,588 Astrid Castrillon	6,122 Jason Bratin	3,489 Daniel Orr	2,200 Carmen Pena
12,400 Corey Helly	6,032 Clayton Slaughter	3,435 Michael Romero	2,200 Guede
12,233 Justin Adams	6,000 Yael Enriquez	3,380 Chris La Fond	2,199 Tyler Worstell
		3,363 William Dugan	2,158 Randall Cook
		3,228 Slavita Hut	2,157 Joshua Jackson
			999 Evan Donoghue
			976 Alfredo Garcia
			927 Kade Beck

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SA/YA DIRECT CODE FIELD TRAINING BONUS

1



SCOTT URBANOWICZ
\$25,041
Henderson-Locker

2



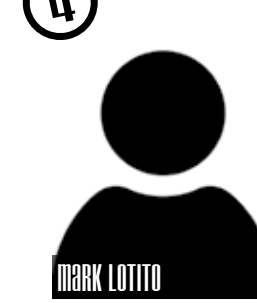
ILDEMARO RUIZ
\$22,559
Jesus Romero

3



JAHANNA PACE
\$21,318
Andre McCallum

4



MARK LOTTITO
\$20,168
Jesus Romero

5



RANDY TUCKER
\$15,100
AO

JUNE BONUS LEADERS

PAYOUT: **\$479,697**

QUALIFIERS: **483**

\$25,041 Scott Urbanowicz	\$2,553 Blake McClain	\$1,417 Ameenah Muhammad	\$1,056 Giselle Hernandez Zuniga	\$773 Cassidy Griffin	\$619 Damon Stroup
22,559 Ildemaro Ruiz	2,510 Carlos De Sousa Cardozo	1,407 Hailey Parsons	1,056 De'Carleon Townsend	769 Mason Duty	615 Katrina Kent
21,318 Jahanna Pace	2,344 Joshua McTier	1,370 Gloria Lewis	1,045 Sean Piha	768 Tanner Midlick	612 Dalton Beam
20,168 Mark Lotito	2,304 Andrew Jeans	1,360 William Bertram	1,035 Olynda Rodriguez	767 Jake Taylor	612 Shantasia McCain
15,100 Randy Tucker	2,272 Amy Hull	1,337 Jasmine Snell	1,024 Alex Jankowski	767 Tachane Joseph	611 Joshua Briggs
10,987 Kiana Gorden	2,148 Samantha Garcia	1,334 Robert Skok	1,011 Liliana Aguirre	766 Ahmed Elagrab	610 Velvet De Sousa Dagostino
8,351 Dayana Perez Teran	2,142 Taikendy Trinh	1,330 Dmitry Pendro	1,001 Danielle Bromley	752 Alexandria Greer	607 Awbrey Vachon
7,553 Chayson Williams	2,006 Allan Allas	1,326 Yumary Veliz	995 Jonathan Ballard	744 Damon Brassell	599 Alisha Smith
7,147 Elio Mertiri	1,972 Joseph Hogue	1,322 Daniel Nava	973 Danielle Guin	742 Kaitlin Abdulqadir	599 Sylvia Faucher
7,002 Sabrina Levi	1,928 Gunnar Jorstad	1,322 Ryan Martin	963 Leanne Erney	733 Connor Fox	593 Ryan Marquis
5,383 Kristi Mills	1,916 Hunter Bischoff	1,313 Raymon Ashley	958 Riley Donovan	728 Nathan Gay	593 Johnathan Hoggins
5,351 Zachary Hofreiter	1,900 Arcelia Zizumbo	1,296 Yann Nsoga	958 Mitchell McLaughlin	728 Kayle Mace	593 Alyssa Buchite
5,089 Giorgi Gogidze	1,877 Ryan Schreiber	1,296 Erica Lent	955 Ashley Charriere	715 Morgan Boneberg	591 Michael McLaughlin
5,058 Michael Lewo	1,804 Parveen Lakhani	1,289 Luz Cortes	952 Melissa Thurmond	709 Jared Robertson	574 Aldo Ramirez Marinelli
4,556 Quinn Boucaud	1,786 Genesis Medina Mendoza	1,281 Cindy Ramirez	941 Drew Johnson	693 Mariana Morales	574 Maria Papilago
4,230 Michele Stewart	1,759 Daryuztka Rodriguez Balza	1,266 Asante Jackson	921 Ethan Sapp	692 Sandra Armendariz	573 Sean McGuigan
3,969 Christina Babcock	1,740 Ryan Hritz	1,259 Kurt Evans	920 Anaka Moss	686 Heather Spencer	570 Johny Gerges
3,746 Tanner West	1,675 Brad Burrows	1,247 Jonah Mullins-Wilson	919 Lindsey Stakset	685 Grant Thompson	562 Douglas Mosher
3,705 Brandon Bennett	1,626 Marvin Fernandez	1,223 Diana Navarro	910 Jennifer Savino	685 Fabian Wilson	559 Francis Barrientos
3,639 James Ganci	1,590 Jordan Bayles	1,213 Ryan Salge	894 Elna Huseynova	681 Brandon Gustin	551 Kylee Blehm
3,532 Cuong Le	1,567 Nicholas Beyer	1,208 Brenda Lopez Velasquez	893 Yumaira Garcia	678 Brandon Gustin	544 Tysen Banks
3,453 Selina Maldonado	1,561 Braydon Cameron	1,204 Desmond Martin	891 Stephanie DesForges	678 Jason Goines	540 Elijah Scott
3,300 Jamie Caldwell	1,553 Monica Lee	1,195 William Malerk	872 Rosa Colmenares Borrego	665 Brittney Masters	539 Kian Frost
3,163 Alyssa Kingsley	1,514 Juan C Nunez	1,181 Nicholas Geyer	869 April Ross	660 Roxana Duarte Castillo	537 Keenan Pacheco
3,130 Raphael Alves	1,505 Jeanneliza Solis	1,178 Jose Anderson	867 Brianna Jasinski	660 Devin Lewis	536 Chris Lewis
3,058 Luke Reiter	1,503 Jacoby Barry	1,174 Michelle Lopez	860 Herlin Celicourt	659 Jordan Hamrick	534 Caroline Mora
3,053 Samantha McComas	1,487 Hector Cruz	1,172 Gerardo Garza	855 Christopher Rives	658 Marcus Pettigrew	531 Matthew Wilson
3,009 David Ferriolo	1,478 Nicole Wright	1,167 Jordan Siudy	846 Ryan Queyrouze	642 Gregory McCormick	530 Traci Alderman
3,005 Jhon Escauriza Contreras	1,468 Garron Moffett	1,157 Miguel Diego Esquivel	834 Michael Bizzarro	642 Ruben Chaimov	526 Nikolla Luljguraj
2,982 Damaris Trejo	1,467 Jennifer Guerino	1,150 Jessica Yates	831 Ashley O'Donal	636 Coralis Rodriguez	518 Pamela James
2,874 Kathleen McArthur	1,447 Michael Conner	1,136 Brian Tanner	819 Tristan A Smith	635 Ashlee Brill	513 Anthony Lopez
2,873 Nathaniel Magda	1,447 James Hodges	1,116 Mitchell Hambley	816 Priscila Gonzalez	634 Ryan Duffy	506 Olanayan Eaglin
2,849 Christian Navarro	1,437 Alexander Tkacz	1,092 Nathan Hunt	812 Jennifer Gilkie	630 Trevor Hawkins	
2,831 Vilmer Rea Guede	1,436 Demarcus Oliver	1,081 Trisha Jones	811 Priest Willis	626 Haley King	
2,667 Travis White	1,422 Jason Ibarra	1,075 Tyler Turner	800 Matthew Adams	625 Adriana Aboulwafa	
2,571 Kacie Converse		1,060 Michael Maloney	794 Jeffery May	623 Jenny Curiel	
2,567 Laura Chavez				622 Jasmine Moreno	
2,560 Jamie Webster				622 Clarence Harvin	

MGA/RGA GROWTH BONUS

MGA

1 JONATHAN RINDT \$52,105 Simon Arias	2 ARIF HAJRO \$48,569 AO	3 ENO IFTIU \$37,232 AO	4 JAMES FANGMANN \$28,325 Albert Serur	5 PHI PHAN \$28,127 Desi Dimitrova
6 BRODY MAUGHAN-EVANSON \$26,712 Simon Arias	7 TYLER BOULDEN \$25,873 Josh West	8 MARK BERNSDORFF \$25,318 Simon Arias	9 ALEC SEIBOLD \$19,999 Josh West	10 BOBBY PARK \$19,586 AO

RGA

1 MARIO HAJRO \$103,384 AO	2 JAMES MARKS \$52,105 Simon Arias	3 ADAM KIDIKAS \$40,567 Josh West	4 MARK NEILSON \$28,869 AO	5 CODY GARDNER \$28,325 Albert Serur
6 GARY SLOCUM \$28,127 Desi Dimitrova	7 GREGORY RUDOLPH \$25,318 Simon Arias	8 TYLER BOULDEN \$19,999 Josh West	9 JENNY KIM \$19,586 AO	10 MELINDA-RAE LYSE \$19,106 AO

MGA ROOKIE

1 MARK DUSHAJ \$15,062 AO	2 DANIEL ZOTTA \$9,480 Brett Gryska	3 TONI-ANN ALLEN \$8,634 Gigliione-Ackerman	4 JILLIAN HEANEY \$7,612 George O'Shea	5 ARMANDO AIELLO \$7,296 Cohen-Velasquez
6 NOE POROZ \$7,293 Saavedra-Longino	7 ARTURO ROMERO \$5,211 S-S-Parks-Salvaggi	8 JUSTIN DIAZ \$4,366 Theodore Pappas	9 KWABENA ANTWI \$2,765 Jeremy Rivers	10 DANISABEL RODRIGUEZ \$1,308 Greg Graham

JUNE BONUS LEADERS | PAYOUT: \$1,723,332 | QUALIFIERS: 185

MGA

\$ 52,105	Jonathan Rindt
48,569	Arif Hajro
37,232	Eno Iftiu
28,325	James Fangmann
28,127	Phi Phan
26,712	Brody Maughan-Evanson

MGA ROOKIE






\$ 15,062	Mark Dushaj
9,480	Daniel Zotta
8,634	Toni-Ann Allen
7,612	Jillian Heaney
7,296	Armando Aiello

RGA

\$ 103,384	Mario Hajro
52,105	James Marks
40,567	Adam Kidikas
28,869	Mark Neilson
28,325	Cody Gardner
\$ 28,127	Gary Slocum
25,318	Gregory Rudolph
19,999	Tyler Boulden
19,586	Jenny Kim
19,106	Melinda-Rae Lyse



REINSTATEMENT BONUS

1	2	3	4	5
				
ORBY KELLEY \$5,245 S-S-Bendure-Hartwig	MITCHELL LOOK \$4,244 S-S-Parks-Salvaggi	ZENON ZORIJ \$3,403 S-S-Parks-Salvaggi	NICHOLAS GASPARRO \$3,262 Sabrina Lloyd	JAMES C CARTER \$2,956 S-S-Parks-Salvaggi

JUNE BONUS LEADERS | PAYOUT: \$90,331 | QUALIFIERS: 178

\$ 5,245 Orby Kelley	\$ 2,318 Nikki Crosby	\$ 1,658 Benjamin Newhouse	\$ 959 Shayla Williamson	\$ 649 Lalitha Janardhanan	\$ 516 Alipate Makai
4,244 Mitchell Look	2,057 Djenabou Diallo	1,628 Sami Mogannam	942 Maurice Baritz	601 Anna Senra	504 Diane Carrion
3,403 Zenon Zorij	1,996 Miguel Hernandez	1,509 Isabella Celli	882 Alvin Hagens	596 Ryan Vopat	502 Lily Sakai
3,262 Nicholas Gasparro	1,960 Laurekins Pardovani	1,278 Jack Keiderling	806 Yauri Victoria	586 Nadira Singh-Moon	
2,956 James C Carter	1,930 Denise Ley	1,147 Muhammed Ashraf	675 Lenora Blackstone	575 John Orr	
2,597 Joseph Faisant	1,820 Nabil Spahi	1,106 Scott Florin	670 Lawrence Dennis	562 Anthony Marsella	
2,391 Valerie Ross	1,726 Joseph B Smith	1,080 Dason Phaul	651 Peter Kaplanis	559 Michael McClintock	
2,342 Marc D'Emilia	1,671 Jack Craig	1,071 Evelyn Howell	649 Benjamin Giamalva	516 Hakan Ozalpasan	



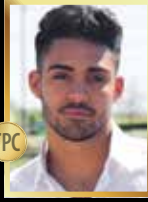












6 BONUS TOTAL: \$9,225,391

WORLD'S GREATEST \$3,258,062	LEADERSHIP \$2,235,167	RGA LEADERSHIP \$1,438,802	SA/GA TRAINING \$479,697	MGA/RGA GROWTH \$1,723,332	REINSTATEMENT \$90,331
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

FOUNDERS CLUB

June Qualifiers—
Outstanding Producers

 Daniel Paravisini AO 3 Qualifications \$214,681 Net ALP 91.1 RET	 Justin Neal AO 1 Qualification \$186,837 Net ALP 86.6 RET	 Arturo Romero S-S-Parks-Salvaggi 3 Qualifications \$179,347 Net ALP 82.3 RET
 Nikolla Luljuraj AO 2 Qualifications \$179,084 Net ALP 90.4 RET	 Kristi Basho AO 2 Qualifications \$173,715 Net ALP 90.3 RET	 Damon Stroup Mathew Hart 3 Qualifications \$164,338 Net ALP 88.0 RET
 Michael van Delft Satti-Kanaan 26 Qualifications \$125,647 Net ALP 84.6 RET	 Sarah Saleim Dustin Venekamp 1 Qualification \$86,420 Net ALP 93.7 RET	 Anthony Ferguson AO 1 Qualification \$85,698 Net ALP 85.1 RET
 Michael Battaglio Evan Holzhauer 7 Qualifications \$83,412 Net ALP 86.7 RET	 Chilynn Acevedo Fisher-Zuzick 1 Qualification \$82,100 Net ALP 90.3 RET	 Fatima Mashriqi Mathew Hart 1 Qualification \$77,066 Net ALP 81.7 RET
 Joshua Notte S-S-Parks-Salvaggi 1 Qualification \$61,443 Net ALP 91.8 RET	 Samuel Morrison AO 1 Qualification \$60,870 Net ALP 87.4 RET	 Richard Sidoti AO 5 Qualifications \$56,813 Net ALP 84.9 RET

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!

♣ \$4M ♣



MICHAEL VAN DELFT

Satti-Kanaan
Contracted 8/7/06
Qualified 6/30/22
\$4,017,939 Net ALP

♣ \$2M ♣



Scott Florin
Darcy Schrieber
Contracted 3/13/01
Qualified 6/30/22
\$2,004,737 Net ALP



Arturo Romero
S-S-Parks-Salvaggi
Contracted 8/8/19
Qualified 6/30/22
\$1,039,460 Net ALP

TPC

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Joshua Krueger

Joshua had 18.06% growth over June 2021.

CHOOSING SUCCESS OVER REGRET



David Zophin

President
American Income Life &
National Income Life Divisions

Once you've committed yourself to something, pace yourself to the finish line. — Meb Keflezighi

We've reached the point in the year when it's easy to lose a little bit of steam. The resolutions we made way back in January seem like they were crafted long ago, yet the end of 2022 still seems far away. But this is the point in the year that it's crucial not only to keep steady but to pick up the pace and finish the year strong.

So now that we're officially in the second half of the year, there are a few things that should be on everyone's to-do list.

First of all, now is a good time to take stock of your progress for the year. I'm a

big believer in making the time for some self-evaluation (and doing so on a regular basis). Review the goals you made for yourself at the beginning of the year and see how they line up with how you're doing. If you're where you need to be or performing better than expected, keep up the good work. If you've fallen behind, kick it up a notch and make sure you get back on track.

Make sure you're paying close attention to the year's timeline. Remember that we have five months left in 2022, and now is the time to put your absolute best effort forward and give the rest of the year everything you have.

That means there are five months left to achieve all of your goals, your dreams, and career aspirations for the year. Five months left to make sure you qualify for what's sure to be the best Convention ever. Five months left to make this the best year of your career (so far).

I know that once you pass the halfway mark, it can sometimes seem difficult or nearly impossible to catch up to where you need to be (if you're in a position that requires catching up). But like they say, where there's a will, there's a way, and if you want it badly

enough, I know you can turn 2022 into a spectacular year.

If you need a little motivation, envision yourself at the end of the year, having accomplished everything you set out to do. See yourself as a Convention qualifier ... then picture yourself enjoying sunny, beautiful Cancun in 2023. See yourself in the best financial state of your life. And see yourself as someone who made a real difference for your customers, your recruits, and your agency.

On the flip side, imagine *not* meeting your goals. Think about taking it easy these next five months and ending the year on a mediocre note. Will you have regrets? Will you look back and wish you had done things differently? I think it's safe to say pride in your accomplishments beats out regret any day. So, if you want to end the year right, it's up to you to make that happen.

I am confident 2022 will end as another fantastic year for AIL-NILICO, and that's because I have so much confidence in all of you. I know you will use these next five months to make 2022 a year to remember, and when the end of December rolls around, you'll look back with no regrets. 🍀



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JUNE TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



**ROOKIE
PRODUCER**

KEVIN MUSAI
\$61,659 NET ALP



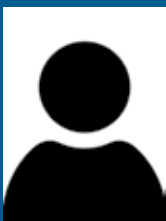
**VETERAN
PRODUCER**

JOSHUA DISHONG
\$109,585 NET ALP



SA

SCOTT URBANOWICZ
\$99,691 1ST 6 MONTHS



GA

ILDEMARO RUIZ
\$159,005 1ST 6 MONTHS



**MGA
CATEGORY I**

ENO IFTIU
122.8% GROWTH



**MGA
CATEGORY III**

MARK BERNSDORFF
96.6% GROWTH



**RGA
CATEGORY III**

ENO IFTIU
122.6% GROWTH



**RGA
CATEGORY II**

**BRODY MAUGHAN-
EVANSON**
81.7% GROWTH



**PR REP
CATEGORY VII**

DIANNA LUEKE
3,544 CARDS



**SGA
CATEGORY IV**

JOSH WEST
137.8% OBJECTIVE



**SGA
CATEGORY IV**

ANDREW MCQUADE
131.9% OBJECTIVE